SOUTHERN TEXTILE BULLETIN

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Selling Cotton Cloth

An Address by Leavelle McCampbell, President of McCampbell & Co., Inc., before the Textile Division of the American Society of Mechanical Enginerrs, Boston, Mass.

IN the event the operation of a cotton mill were turned over to one of you skilled engineers, I imagine you would look upon and approach the problems thus presented in the same way as I view the selling of cotton cloth.

You would consider such a mill as made up of a succession of units, each independent in itself but definitely a part of a whole. You would start with the power plant, be certain that it was in order, operating efficiently, economically and delivering enough energy to drive every piece of machinery at its proper speed. You would pass on to the openers, the pickers, the cards, and as you came to each you would check its relation to the other units, tune it up and be sure that that particular portion of your house was in order. The same method would be applied to the spinning and the weaving.

You would follow the product into the cloth room, search out defects in quality, follow back every defect to its point of origin and again carefully correcting that process or possibly replacing the machinery or the personnel at fault.

Precisely the same principles govern the selling of cotton cloth. There is no Santa Claus. There is no magic cloth which will sell itself. The price of success is in doing a hundred and one different things a little bit better than you have been doing them and somewhat better than they are being done by the competition you face.

If every step is carefully studied it is not difficult to find ways and means of making improvements. Most of these improvements are insignificant in themselves, but added together they give the seller who applies them an advantage which can be translated into preference from his customers, top prices for his goods as well as continuous and satisfactory operation for the mills he serves.

Preference.

At this point I want to lay considerable stress upon the subject of preference. The great majority of cotton cloths made in America are staple. Many mills make the same cloths. There is only a narrow difference in quality. The market is reasonably well established and you frequently find ten or twelve mills quoting a customer precisely the same price. So if you are to secure such an order you may get it because your sample is a shade cleaner, because your customer knows that your delivery will be on time, because he is in the habit of dealing with you, because of some past favor you have extended, or possibly simply because he likes the color of your eyes or the shape of your feet.

The same thing is true of a horse race. You see a horse lose a race by an eyelash and you say: "Wasn't that tough luck," when the changes are it was not tough luck at all, for had that horse given all he had in him all the way around the track there would not have been an eyelash finish — he would have been four lengths in front.

No Second Prize.

The main difference between a horse race and the race for an order is that a horse race invariably provides a second prize, sometimes a third and even a fourth, but when the other fellow gets the order you draw a blank and successful mill operation is not built on such results.

So it behooves us to run the race for each particular order so truly and well that we do not find we have left undone something which would have brought us home ahead.

To show you the practical working out of the principle I am outlining, I am going to describe briefly how we apply it to our own organization, how we look upon this organization from the standpoint of a manufacturing enterprise or to better express it, an "order factory," how we break it up into its natural divisions, how we try to make these parts run perfectly both by themselves and in relation to the whole, and how we endeavor to equip and reinforce every man and every position.

The Administrator.

Our function is that of an agent rather than a principal, so the first unit is our mill contact man or "administrator" as we call him. It is his job to lay out the mill, to determine what cloths it shall make, in what quantity and when it shall make them, to price these goods intelligently, both in relation to the mill's cost and to market conditions, to pass this information along to the men on the firing line and to help these men in every way he can, to handle such inquiries as come in over the telephone from brokers and to be ready to wait on important customers.

Every possible assistance is given to these administrators. The cotton market is posted every few minutes where they have only to glance up to see it; their secretaries are ready to wait on them; a carefully arranged set of well-made samples is at their elbow; group statistics showing production, orders, shipments, stock and unfilled orders compared with our own similar figures are instantly available; sheets showing the spread between cloth prices, their costs and cotton in cloth are kept on every style they run; a modern laboratory is ready to analyze in the greatest detail any cloth that interests them.

These analyses cards are filed, accompanied by samples. If the cloth is staple, we make it our business to collect and analyze samples of every competing make. This cuts both ways, for if such samples do not grade up to our own we have discovered a convincing sales argument, but if on the other hand they are better than ours, we are able to advise our mills where improvements may be made.

The Salesman

The next unit is the man we are interested in tonight—the salesman himself. For a salesman to function properly three things are essential: a price; a delivery and a sample.

I have shown you how the price originates with the administrator who must be prepared to reconsider it instantly if the salesman finds it is out of line. Now we come to providing accurate information about deliveries.

This desk is placed on our main sales floor. When an administrator gives the mill a layout he determines the estimated weekly production of first quality cloth and this is set down across a sheet, week by week. Even before orders are typed, they go to this delivery clerk and are entered on this sheet with each weekly delivery segregated. The mill's actual weekly production is entered week by week on this same sheet and if the actual varies from the estimated the difference is carried forward just as though it were an order, in the event it is below, or an extra production in the event it is above. The difference between each week's sales and each week's estimated production is set up as "delivery available."

Deliveries.

These available deliveries constantly change, but this book is kept up to the instant. Each Saturday the available deliveries are combined on a single sheet showing each construction and the administrators price this sheet. It is multigraphed and every Monday morning each salesman has a copy.

When we started this delivery book it was a rather clumsy affair. Our methods and printed forms for keeping it have been revised seven separate times. Today it is run on the visualizer principle. Each quarter of thirteen weeks is on a sheet by itself, each sheet lapping its neighbor by a single line so that the constructions read straight down the page and each succeeding quarter is set in immediately behind the current quarter.

WE DO NOT offer irregular goods for forward delivery. All of our mills pack such goods as seconds, twenty to forty yard cuts, tens to twenties or two to tens and make out a card for each package. This card is tabbed on the top showing the classification into which it falls. When these cards arrive from the mill, they are dropped into their own divisions. Every two weeks printed list is made up that is sent these cards are tabulated and a to seventeen hundred separate customers. When such goods are sold, the cards representing the actual bales are taken out of the drawer and bradded to the order itself so that it is impossible to sell the same package twice.

Seconds and Shorts.

Seconds and shorts always have been, are and probably always will be a problem. A mill frequently finds its profits locked up in these irregular goods, so it is important that they be kept moving. We have found that this particular merchandise lends itself to selling by mail for the lots are so small it is hard to get salesmen to focus their attention upon them. Still somewhere in

this country there is a customer who will eventually buy that particular bale of goods so it is our problem to find him and bring it to his attention as quickly after it is made as is practicable.

We recognize no restriction of channel in disposing of irregular goods. If the owner of a racket store in Poseyville, Nebraska, is in good credit standing or will lay down the cash he can buy irregular goods from us.

Samples.

The third thing a salesman needs is a sample. The sample figures in nearly every sale and it is our purpose to provide our men with the best samples it is possible to construct. Not that we want a sample to be one whit better than the product it represents, but the sample must be well made, carry our name and a definite description of the cloth so that anyone ordering from it cannot fail to describe it correctly. In addition to this, we always date samples so that if the character of stock the mill is running changes, samples not fairly representative may be discarded.

Samples should be standard in size. Most goods are thirty-six inches wide and are put up either in eighteen or twelve inch folds. By folding the wide headends twice we bring them down to twelve inches by eighteen inches and accomplish the same result by folding the smaller samples once. This is our standard size and every piece of equipment that houses samples has been built to fit it. If samples are shown in a book we make the book either this size or one-half or one-quarter this size. It we make a miniature headend, it is made four and one-half by twelve inches. Knowing the size of the samples, we ask the mill for only enough cloth to make the quantity we expect to use.

Another very great advantage of this uniformity of samples sizes comes in compact packing for our men on the road. A salesman not only can put more of them into his trunk and into his samplekit but they do not slip and slide about inside his trunk. Samples not only last longer, which is a real source of economy, but have a more presentable appearance when shown to customers.

It is not easy to make samples the same size. We have tried many methods but finally have had boxes built in which to make each separate fold, and brass plates cut, around which to fold the samples so as to control their interior as well as their exterior dimensions. We have tried many schemes for pressing samples but have found none equal to that of leaving them overnight in a box under a weight. This is not only the simplest way but by far the best.

Containers in which samples are kept must have covers that come all the way down if they are to be dust proof and this is highly desirable, for I know of no surer way to lose an order than to go after it with a dusty, bedraggled or poorly made sample.

Possibly I have wearied you with this discussion of sample making but I have covered this subject at length because it illustrates better than any other point I can bring out how earnest effort and care in the smallest detail has a place in efficient selling.

Many houses show their goods at counters, but it has been our experience that a customer does not buy cotton cloth walking around a counter. He buys it beside a desk, and I have frequently seen high-priced executives wasting their own time and the customer's time while an office boy gets a sample which possibly he has to cut from some piece of cloth hidden away in the basement. I have seen another customer start to walk out of the store after waiting impatiently while this farce was being enacted.

We have met this situation by making the salesman's chair the selling unit and every salesman and every executive in our shop has immediately at his elbow a complete set of samples. These samples are put in indexed folders, three at a time. When a folder is empty it is thrown into the filing basket, gathered up by the sample department and immediately recharged. Formerly we had separate sample cabinets but by putting each man's samples in the back of his neighbor's desk we found we could get them into less space, give each man a larger desk and considerably improve the appearance of the office.

We have also found in showing samples that the background against which they are shown is quite important. The great majority of our goods are light in color, so we are use mahogany for our office furniture, not because it is fashionable but because it forms a dark background for showing these samples. This throws them into relief and helps the salesman to get his order.

Above the desk line we struggle to get as much light as we can. We keep our walls light in shade and have the greatest abundance of artificial light wherever it has to be used.

We pay considerable attention to the office itself. Both walls and ceiling are covered with cloth before they are painted, there are carpets on the floor and marquisettes and draperies at the windows. Wherever possible cloth covered furniture is used, for we want to establish a textile atmosphere and practice the doctrine we preach by using textile wherever textiles can be used.

Paying Salesmen.

In addition to these essentials and a proper environment it is important that a salesman be fairly compensated. All of our salesmen are paid on a commission basis. These commission rates are established both with regard to the territory covered and the difficulty of selling the individual cloth or selling particular classes of trade. We pay one set of rates in the Metropolitan district, we pay a higher set of rates east of Denver and north of the Kentucky-Tennessee line, and a still higher set beyond that boundary. Finished goods, because they move in smaller units, pay higher rates than items such as print cloths which move quickly and in volume.

We have tried every known method of compensation for salesmen but we know of none that puts them on their own or that develops better men than a straight commission basis.

When a line does not move satisfacorily we find that a re-adjustment of rate will frequently solve the problem. We also use prize contests both on particular lines and during periods of depression.

We try to give each salesman a thorough grounding in the manufacturing end. We have seldom secured able men from other houses. Most of our men we have raised ourselves, starting them at the bottom, putting them through a three month's course at the mills and keeping them under pretty close supervision until they learn their way about. I have never had one trained in this way leave me except by request.

When we start out to choose a salesman, we have him talk to all of our executives and to such other salesmen as are available and rarely take a man for whom there is not an unanimous vote. We find if the men help to choose their rates they feel a responsibility in helping them to make good and we like them to have the same attitude to newcomers that old members of a social club have toward prospective members. Our salesmen, especially in the Metropolitan district, have to give and take with each other so frequently that we find it helps a lot to build up a friendly spirit among them, and this method is only of many we pursue to accomplish that end.

After all, the character of a house is the sum of the characters of the men who make it up, and we do not consider any effort too great to make certain we will not be ashamed of such men when they reach positions of authority.

We have found, too, that the open office is an asset. The president's desk is exactly like that of the youngest salesman we have. There are no partitions to make one man think he is more important than the others. If a man in our organization sticks his head above his fellows he does it by ability and performance and by no other means.

Office Force.

The next unit is the office force. These, too we choose as carefully as we can and do everything possible to make our shop a pleasant place to work. Every mechanical device that will do the office work better or quicker is installed, for no matter how great the investment we find a machine always functions at less than an individual and lowers the cost of office detail. We use the Powers system of punching, sorting and tabulating and find it makes readily available a variety of statistics difficult to keep individually but most valuable in emergencies. All of this machinery is power-driven wherever possible and is immediately discarded if it becomes worn or obsolete.

Salesmen do not need many tools: scissors, a micrometer, calliper, a counting glass and a slide rule about make up the list, yet it is surprising how many houses fail to supply them and how many salesmen are content to use a set of tools of which an average carpenter would be ashamed.

Customers.

We pass now from the salesman to the customer, these divide our customers into five classes, four major and one minor.

Converters who bleach dye, print, finish or coat our fabrics, either with their own facilities or through job finishers.

Dealers who re-handle our merchandise in the same shape as that in which we deliver it. For instance, jobbers, mail order houses, exporters or chain stores.

Primary manufacturers or those who make articles of cloth. These include manufacturers of cotton bags, cotton gloves, tents, awnings and so forth.

Garment trades form such a large division of this class that we put them in a division by themselves.

Secondary manufacturers or those who manufacture articles made anly partly of cloth. Under this head we class manufacturers of furniture, shoes, automobiles, etc.

Trade Lists.

We run a set of addressograph plates for each group. On the top of an addressograph plate there can be put twenty-four selective symbols, each of which with us represents a particular type of customer or a particular cloth that is used. Sometimes we list a cloth under a double heading separating prospects from users, for if our communication is accompanied by samples it is of course not necessary to send samples to those who have previously used the goods. This gives us a capacity of one hundred and twenty trade lists and of these we have built up and are using one hundred and seven.

When one of our men calls on a customer for the first time, he makes out a card, showing the buyer's name, the classification into which he falls and the various lists upon his name is to be entered. The addressograph plates are made to match the type used in the multigraph and we are thus put in a position to address an individual letter to every buyer of any particular number we sell. We have gone even further than this and collected lists of salesmen working for our customers to whom we write at intervals, calling their attention to the merits of particular cloths in which we think they will be interested. These trade lists are constantly revised, added to and subtracted from. We have machinery to fold these letters and to seal them.

We have found it to our advantage to keep a steady stream of some three thousand pieces of mail going out from this department weekly. These letters not only bring in substantial business but keep our name before the customer so that he thinks of us when he makes an inquiry and help to pave the way for the salesman when he gets around.

Advertising.

We also feel that a certain amount of advertising has its proper place. We publish at intervals a

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20% Reduction in Seconds

Through the Use of US "E" EYE AUTOMATICS

This is a report from one superintendent of weaving who recently started using the new U S "E" eye automatic shuttles.

Six years of development along similar principles are behind our "E" eyes. They are new but still not new. They are the fifth in line of a series of easy and positive threading eyes, each one of which has in its turn embodied additional features of value or emphasis on good points. Every detail for improvement suggested by weavers on all classes of filling has been incorporated in the new "E" eye. They will run cotton, wool, worsted, jute, silk, or rayon equally well. It makes no difference whether the yarns are soft spun or hard twisted. Tension can be controlled as in no other eye.

Features that Make for Better Fabric

Easy natural positive threading.

Freedom from mispicks — double picks — cut filling.

Freedom from broken filling on the transfer.

Filling gets down into the delivery eye on the second pick and stays there.

Selling Agents for
APCO-MOSSBERG CORP.
All-Steel Loom Beam Heads
All-Steel Section Beam Heads
All-Steel Adjustable Beam Heads

Can Loom Stops, due to Shuttle Imperfections, be reduced in your mill?

Over **30,000** "E" eye automatics are now running. In the short space of **nine** months, since we put these eyes on the market, over **eighty** mills have unqualifiedly approved and adopted U S "E" eye Automatic Shuttles for all replacements.

Send a sample shuttle showing your size, together with a filled bobbin of the coarsest yarn you are now running, and write, wire, or 'phone for yours today.

U S BOBBIN & SHUTTLE CO.

GREENVILLE, S. C.
Main Office:
PROVIDENCE, R. I.
Branch Offices:
HIGH POINT, N. C. PHILADELPHIA, PA. ATLANTA, GA.

BUILDERS OF BETTER BOBBINS, SPOOLS, AND SHUTTLES

U S salesmen are specialists on bobbins, spoo ls, and shuttles. Order direct from U S for real helpful and understanding service

Report on Textile Traffic Matters

GEORGE W. FORRESTER, of Atlanta, in his report for the Traffic Committee before the American Cotton Manufacturers Association conventions discussed likely changes in the freight rates, based upon observations up to the present time, and upon the plans of the carriers.

A last minute change in our make-up ofrced the omission of this report last week.

The report follows:

"I reported to the Board of Governors at their Greenville, S. C., meeting November 8, last, that there are four items involving freight rates of major importance to all mills in the South at this time—referring to the Southern class rate case, which has been disposed of by the Interstate Commerce Commission; the move on the part of the railroads to cancel less than carload commodity rates; the proposed classification changes and the move on the part of the cotton co-ops to reduce cotton rates.

"This general class rate revision is of great importance to the textile interests, not only from the standpoint of changes effected in the freight charges assessed on articles moving under class rates, but because the basis observed in this class revision will undoubtedly be followed to a great extent in the future adjustment of commodity rates. The present commodity rates involving the textile industry are more or less on a group basis, while it is probable that subsequent changes will conform more to the mileage basis fixed by the Interstate Commerce Commission in the class rate revision.

Propose to Cancel I.C.C. Exceptions.

"Transportation companies authorized these rates for alternative use where they produce lower charges than the commodity rates and this has resulted in substantial reductions in the rates on cotton factory products, particularly on yarn to the East and to some parts of the South.

"In connection with this class rate revision, the carriers proposed to cancel all less than carload classification exceptions and practically all less than carload commodity rates on cotton and knitting factory products, these items having been excepted.

"With respect to the cancellation of less than carload commodity rates, the Interstate Commerce Commission held that, given a reasonable level of class rates, they would not ordinarily be justified in requiring the maintenance or establishment of less than carload commodity rates, but pointed out that, provided no undue preference results, the carriers may establish reasons or even for the purpose of them voluntarily for competitive assisting in the development in the territory which they serve. The carriers proposed to make a general cancellation of all less than carload commodity rates with a very few exceptions, such as cotton and knitting factory products, chemicals, acids, dyes, etc., effective at the same time as the class rate revision on January 15.

Shippers Won a Postponement.

"However, shippers' organizations vigorously protested against such general cancellation and were successful in having action deferred until a complete investigation could be made with respect to the merits of rates on each commodity. Hearings were held before the Southern Freight Association at which we endeavored to justify these rates on a very large number of commodities in which the textile industry is particularly interested, including machinery and parts, particularly cones, and tubes, spools and bobbins, also soda products, soap and soap products, cotton batting, rope, twine, etc., and we are greatly pleased to be able to report that the carriers have now abandoned, for present, their intention to cancel rates on the following items: paper cones and tubes, malt syrup (used by the bleacheries), cotton bags, including empty returned cement bags, chemical and dye stuffs, cotton in bales, cotton factory sweepings cotton piece goods, knitting factory products including cotton hosiery, mixed cotton and silk or mixed cotton and rayon goods, mixed cotton and wool blankets, machine wiping cloths, cotton rope and twine, soap and soap powders, scouring and washing compound, cotton yarn.

Want to Change 1,800 Classification.

"While the list of items on which they have determined to cancel rates included cotton ties, spools, bobbins, and soda products, the particular rates involved are from points from which the new class rates are approximately the same or lower, the effect of which will be that our interest will not be hurt so far as we can see.

"No revision of carload commodity rates was involved in this class rate adjustment although, of course, they will probably be related to the class rates when future changes are made. However, due to the fact that the new class rates have been authorized for alternative application in instances where lower charges resulted than under the commodity rates, some reductions are made effective in rates on such important rates on such important commodities as textile machinery from the East, soda ash and caustic soda from Saltville, Va., to Carolina territory; indigo, peroxide of sodium and chlorine gas from Niagara Falls and other Northern shipping points to Southern textile points.

"The carriers have proposed to change the classification rating on approximately 1,800 commodities, the large majority of which they desire to increase their explanation being that such changes are necessary in order to bring the Southern classification ratings more nearly in line with those applying in Northern and Western territory. We joined other shippers organizations in vigorous protests against these general increases. Hearings were

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Sources of Loss in the Textile Industry

The following article, translated from one of the German textile magazines, reflects conditions not unlike those in the United States.

"The textile industry is one of the most important branches of industry in Germany. It is therefore all the more astonishing that, in general, not so much work is being done in this field as ten or twenty years ago. But the difficulties are large and manifold, and are further aggravated by the fact that there is no generally known and accepted terminology in questions of operation. The textile trade belongs to those industries which by their own peculiarity can only accustom themselves slowly to standard ideas, though a quicker pace would be desirable.

"The first quality lies in the varied numbering of the spun goods. While England holds to her original numbering system, and France has introduced the metric system for all textiles, Germany wavers between the English and metric system. Time is lost in unnecessary calculation, yet only a definite arrangement is necessary. Also certain tolerance figures should be established.

"The same applies to the separate qualities. Current types should be laid down, new types examined and included in the different classes. Thickness of thread, length, strength, stretch, etc., can be estimated to establish essential points.

"Definitions for the turning of yarn are not clear. One person will designate right-turned yarn as left-turned, the other vice versa. What mistakes and claims for replacement are brought about? Does not the right or left-way screw offer a good solution?

"There is too much arbitrary judgment in the working of textiles. There are the most varied widths and qualities (yarn number, weight per sq. meter or length-meter). Figuring in the head causes many mistakes.

"Introduction of standard widths, lengths, etc., of the lowest possible number is urgently needed. The consequence would be greater simplicity, cheapness, speed, etc. which would have their effect on working costs.

"Manufacturers of men's goods have started. Instead of over 60 kinds of collars, only seven are now produced; and consumption does not decline. This standardization will be extended to men's shirts, though seasonal standards will come into question. Each year a new standard is laid down. The curtain manufacturers are also considering standardization, as modern houses use standard windows and doors. Hospitals want certain widths and lengths for bed linen, etc. Standardization would be welcomed for neckties, hats, hosiery, underwear, bed linen, professional uniforms, etc. Exceptions must be made of certain goods in order to avoid decreased consumption.

"Sources of loss in the textile industry lie not only in preparation of the goods, but in organization. The difficulty lies largely in the fact that certain operations depend upon others. Weaving machines, for instance, depend upon the punching machines, Jacquard loom works, etc. Only by working together can loss be avoided.

"There are today about ten coarse and fine stitch types of Jacquard machines, and each of these offers about five or ten special models. Could not only one stich be worked out and decided upon?

"Other savings could be effected. Is such enormous water and power consumption necessary? Is not too much steam used in the coloring? Why have bad machines and cheap labor? Losses are caused through break-down of machinery and excessive use of materials.

"Since the introduction of air-moistening installations, increases in output of 5 to 15 per cent and a 3 to 8 per cent improvement are not unusual. Under good conditions 18 to 22 per cent increased output could be expected.

"The situation as to working force leaves much to be desired. A woman textile worker takes three to four months to become efficient. This time could be reduced to six weeks by proper choosing and training.

"Textile workers must be sharp-sighted, apt and quick of hand, careful and attentive. Women with rough or perspiring hands must not be put on fine work. A woman at the loom has to pay attention to a wide surface while watching her shuttles. Causes for resignation or dismissal should be ascertained. Frequent change of force is unsatisfactory. In regard to female help, in many cases a 200 or more per cent change in force per annum has been observed, i. e., the worker remains on an average of half year or less at one job.

"Apart from these, the textile industry has, of course, many other problems to solve. Only by strict investigation of losses, scientific operation, exchange of experiences and cooperation, can we make headway." — Bulletin National Association of Cotton Manufacturers.

Little Hope For Full Time Before Fall

Greenville, S. C. — Little hope of full time operations before the last of the summer or early fall was expressed by Greenville mill men, despite the fact that one mill has added half-a-day to its operating time.

The American Spinning Company, which has been closing down each Friday at noon will in the future operate until Friday night. No further extension of the working time is contemplated, however, according to D. D. Little, vice-president and treasurer of the mill.

Officials of other mills in Greenville, the majority of which are operating only until Friday at noon of each week, say they have no plans for lifting the curtailment ban and see little hope of such a step in the near future.

Practical Discussions By Practical Men

The Practical Discussion Department of the Southern Textile Bulletin is open to all readers whether they are interested in seeking information on technical questions or are willing to help "the other fellow" who has experienced trouble in some phase of his work.

The questions and answers are from practical men and have often proved extremely valuable in giving help when it was urgently needed.

The interchange of ideas between superintendents and overseers develops a great deal of worth while information that results in much practical benefit to the men who are concerned with similar problems.

You are invited to make free use of this department and to join in discussing various problems that are mentioned from week to week. Do not hesitate because you do not feel that you are an experienced writer. We will take care of that part of it.—Editor.

Over-beating Cotton

Editor:

Is there any danger of over beating cotton? For example can cotton be abused by too much beating?

K-4.

Cause of Slack Yarn.

Editor:

When the bands are in good shape and the spindles are well oiled, and yet I find some slack yarns, to what cause should it be attributed?

Conn.

Uneven Yarns.

Editor:

In my spinning room I am having trouble with uneven or apparently semi-cut yarns. Our roving seems to be perfectly even. Where should I look for this trouble?

Anxious.

Steel Rolls Vibrate.

Editor:

Can I gain some information through your Discussion Page with reference to a remedy or the best method to stop the steel and top roll system from vibrating. That is, instead of revolving steadily, they vibrate some.

S. R. V.

All Rayon Draperies.

Editor:

I wish to secure a little information in regard to rayon warps. I want to make an all-rayon drapery 50 inches wide, 100 warp threads, 40 picks, 300 denier. I have had several years' experience on draperies on cotton warp and rayon filling but not on rayon warps. Any information you could give me will be highly appreciated or perhaps you can refer me to some one who can give me the desired data.

Rayon.

Answer to I. W. T. K.

I note I. W. T. K. is having trouble with ends sagging on cards. He doesn't say, but suppose this takes place between comb and calender roll. If he will loosen his comb in comb box and raise the blade, he will stop the trouble, and he should lower the comb again when ends begin to run too tight.

Ohio Valley.

Boiling Out Oil Stains.

Editor:

We are having trouble in getting oil stains, which come from the knitting machines, boiled out thoroughly in our bleached goods.

We use caustic, soda ash, and boil out soap, about 1 per cent caustic, 1 per cent soda ash, and 2 per cent boil out. We boil in black kier and we do not get the oil stains out as we shoul in boiling about eight hours.

We would like to know if by using a certain per cent of kerosene in this boil out if it would be of any assistance in cutting this oil. If kerosene would not help would be glad to have some information from your dye department.

Knitter.

Answer to Trouble.

Editor:

In reply to the question by Trouble who is having difficulty with his breaker picker, I can give him a very simple remedy if I understand his trouble. If the bearings are all right and are not worn and weight levers are clear from the floor, he should get a good hard brick, a fire brick is O. K., take lap off of apron, start the machine and then take the brick and rub the fluted calender rolls from end to end. Make a good job of the rubbing, put your work in and see if it does not straighten up.

J. P.

Answer to West.

Editor:

In answer to the question by West who is having trouble with stretched sliver, I think the trouble is in his mixing, possibly in his waste. You can get more trouble from poor mixing than almost anything I know of. The raw cotton and waste should be thoroughly mixed. If you allow big armfuls of waste thrown in the hopper at the breaker, you will uneven card sliver. There should be small amounts of cotton and waste in the hoppers at all times to get a good, even card sliver.

Look to the draft gears on cards and see that they mesh properly. They may be skipping at times. Sometimes the trouble can be caused by not having the air current in cotton from the beaters. The cotton pickers strong enough to pull the not going to the cages in a uniform manner. This will cause cotton to hang on beaters and make thick and thin places in the laps, making uneven card sliver.

There are hundreds of other things that will cause uneven work that can be found by close study.

J. P.

Answer to I. W. T. K.

Editor:

In answer to the question by I. W. T. K. relative to ends sagging on cards. One remedy is to raise the doffer comb.

Another is to keep the room temperature and keep damp, sultry air out if possible. He should have about 54 to 57 per cent humidity in the card room. That should make the cards run well and keep the finished laps where they will not be exposed to damp air. If possible keep a half day's or full day's run of laps ahead and run the oldest laps on card when the air is heavy. Keep windows closed in picker room in damp, sultry weather and the ends will run better on cards.

J. A. P.

Answer to Speeder.

Editor:

Relating to this question by "Speeder," what is the difference between round and flat roving, beg to answer that there is a great deal of difference between the two. A round roving is a nice evenly made roving with enough twist in it to keep it round in shape but not so much twist as to prevent it from being evenly drawn between the rolls on the subsequent processes of roving or spinning frames. This kind of roving is usually made for all first-class work. A flat roving is a roving which has not sufficient twist in it. It is usually made when there is a shortage of roving frames, and the work has to be rushed through to keep up. It is also made on certain grades of coarse work where evenness is not of so much importance as is mass production. It is called flat roving because it will flatten right out between the rolls, while a round roving is more homogeneous. There is great danger with roving made with insufficient twist, because the front top rolls cannot grip it so well, and it will cause more ends to break. Also the middle top rolls may not be able to grip the roving so well, and this will cause uneven drawing or drafting. Flat roving will also cause a great deal more flyings or floating

Boston.

Answer to West.

Editor:

Where to look for the cause of uneven sliver or thick and thin places, is asked for by "West." He did not inform us as to whether he is talking about finished drawing sliver or card sliver. However, I will try to direct him for either case. If it is finished drawing sliver, there is a strong possibility that this sliver is over strained by the coiler calender rolls pulling too hard or too fast for the delivery from the steel rolls. Change the gear to one tooth more on the calender roll end, so as to drive one tooth less fast, to see if this will prevent the stretching.

Now, if it is the card sliver, he should carefully examine the cards to see if all of the calender rolls gears are alike. If they are all alike, try changing for one tooth less tension. This examination of cards is very important — especially when using cards of different makes and cards of the same make from different localities. One carder recently looked over all of his cards. He thought that all of the gears were alike. He thought they were all 19 tooth driven gears on the end of the calender roll. And he found to his great surprise that one-third of his cards, instead of having 19-tooth gears, had on 18-tooth and 17-tooth gears.

Look your cards over, boys, as soon as possible to make certain all is well about this important matter!

Providence.

Answer to Bill

Editor:

I wish to give consideration to a question by one who signs himself "Bill." He wants to know what would be considered a safe draft, and how few doublings to use for making a fairly good grade of 10s yarn from single roving made of ⅞-inch to 15-16-inch cotton staple.

He does not state to what use this yarn is to be put, nor what strength is required. However, I will be pleased to inform him that a fairly good grade of 10s yarn carded can be made from single roving from cotton of one inch or ⅞-inch to one inch staple with as few doublings as 144, 80-100 hank roving direct from the slubber, and drawing 12½ of a draft. This yarn should break as much as 160 pounds of breaking strength and which is not very far below standard strength. This yarn will not be so even as standard yarns. It will not spin so well, and one or more turns of extra twist will be required.

Expert.

Answer to I. W. T. K.

Editor:

What to do to prevent card ends sagging in hot weather is asked for by I. W. T. K. The first thing to do

(Continued on Page 24)

Value of Water in Textile Mills for Purposes Other Than Power

Address by Charles T. Main, before Textile Division of the American Society of Mechanical Engineers, Boston, Mass.

THE value of water for industrial purposes is an item which must be included in the valuations of many industrial properties.

Many properties are dependent upon an ample supply for their processes, and when takings of watershed for public water supplies are made, enough suitable water must be left to carry on the processes requiring its use. If this is not done, it may be necessary to condemn the whole property.

The author has not seen any printed matter on this subject, and, with the hope of bringing out some valuable information, is presenting some views on the subject which may establish a starting point at least for some logical conclusions.

The object of this paper is not to establish definite values so much as to discuss methods which will assist in arriving at definite figures representing or indicating values in any particular case.

The figures given are approximate only, and cannot be expected to apply to every case. If the paper serves to bring out discussion on this subject, its object will have been partially accomplished.

The determination of the value of water for power can be made with some degree of accuracy, but the determination of the value of water, or the right to use water for the various processes in manufacturing, and for other purposes, as condensing, and for what might be called domestic uses in the mill, is difficult, because of the wide range of the cost of procuring a suitable supply and the varying conditions of its uses.

The value of anything is not necessarily measured by what it costs to obtain it, but by what it would cost to obtain the same or equivalent results in a reasonable and practicable way.

Thus the value of a water power can be determined by comparing the cost of producing and delivering power to the place where it is used with the cost of producing and delivering the same amount of equally reliable power in some other way, as by steam power, internal-combustion engines, or by purchased electric current, taking into account in each case all the elements of cost.

There is no substitute at present for water for manufacturing purposes, and therefore its value cannot be determined by the substitution of some other thing which would produce the same results.

There have been sales of properties in which one element of value is the possibility of using water for manufacturing purposes, but it is impossible to segregate the value of this element from all other elements of value.

The value of water, or the right to draw water, depends largely upon the use to which it is to be put, and the physical requirements for preparing it for such use.

In a manufacturing plant there are usually the following uses, in addition to the use of water for water power:

1. Water for manufacturing purposes, sometimes called process water.
2. Water for condensing when steam power is produced and where there is only a partial or no use for low-pressure steam for heating or in the manufacturing processes.
3. Water for sanitary or domestic purposes.
4. Water for drinking.

As a usual thing, drinking water is obtained from a different source from that which supplies the water for the other uses, and as the amount of water required for sanitary purposes is relatively small compared with amount of process and condensing water, these two uses will be given no further consideration here.

Water for Manufacturing Purposes.

Occasionally a concern has an ample supply of water which is particularly adapted in softness and other qualities to the to be done. In such a case the water for manufacing may have a special value.

Such a condition may occur in a small stream which is unpolluted by any other manufacturing plant above it on the stream, and which can be reservoired, or on any stream where the pollution or hardness is so small as not to be harmful.

In a few instances there are reservoirs furnishing by gravity an ample supply of good water which comes from a source independent of the main stream.

The cost of procuring such a supply would usually be the cost of creating the reservoir by the purchase of some cheap land and the construction of a dam, and of the piping system to the mill. The cost of such plants will vary considerably.

There are some cases in which the process water is supplied from such wells, and the amount of water driven or dug wells. The cost of available, will vary enormously. With such an arrangement there is the cost of pumping.

These physical structures add to the value of a plant whatever they cost, less depreciation, up to a point where the fixed and operating charges become equal to the cost of obtaining water in some other ordinary and customary way. Above that point there is no further value to be added for physical structures and nothing left for the value of the water itself, just as in the case of water for power, where, when the cost of physical structures reaches a certain amount, anything above that amount is of no value, and there is nothing left for the value of the privilege.

In manufacturing cities where the water is controlled by a separate water-power company, water is sold, or leased, for power and other purposes, and in such cases the sale price is some measure of the value of the water.

Most of the indentures for water were made many years ago, and were largely made for water for power and do not represent present-day values of water for manufacturing purposes. More recent leases are some indication of present values. At least they show what some manufacturers are paying for this service.

In the great majority of cases the mill owns the riparian rights on a stream and takes its water from the same pond from which water is drawn for power. If the level of the water above the dam is of sufficient elevation, the water can be drawn by gravity into the various machines in which it is used. If the water level is not sufficiently high, the water must be pumped.

Most of the earlier textile mills, especially the woolen mills, were located in New England on rivers, the waters of which were uppolluted and were suited for manufacturing purposes.

As the number of mills and communities have increased, these rivers become more or less polluted, and the water from some of them must be treated before it can be used. The value of the supply under these conditions is relatively less than it was formerly. In some cases the supply has been abandoned, and water purchased. This may be a burden which tends to decrease the value of the property.

The use of water from city or town supplies at domestic rates would be prohibitive in most cases, especially if the amount used is lagre.

As the new and good supplies available has diminished, the value of the remaining good supplies has increased.

The value of the right to draw and use water for manufacturing purposes is not necesarily measured by the cost of getting it. It can be measured by the cost of getting it in some reasonable and common method. As in the case of water power, the less the physical structures cost to build and maintain, the more valuable is the privilege or right to draw. There is a reasonable sum that can be spent for the privilege and plant so that the concern will not be handicapped in competition with other mills.

For example, supposing the water is obtained from deep wells at great relative cost, nothing could be added to the value of the site for this when compared with the value of sites where the cost of getting water would be comparatively low; or, if the water is taken from the town or city supply at righ rates, no value can be added to the site for this reason; but on the other hand there may be something to be deducted for this handicap, in the same way that a location requiring excessive haulage will involve a constant source of extra expense which tends to reduce the value of the site.

The cost of obtaining water for manufacturing purposes may be an indication of its value under any of the following conditions:

1. When the water is purchased from a water-power company. This gives the most definite indication and applies to many cases of concerns engaged in similar businesses.
2. When the water is taken from a stream by the owner of the property who also owns the riparian rights, accomplished by the building of the necessary structures and appliances to make use of the water. This is the most common case, and is usually the least expensive method of obtaining the water.
3. When the water is obtained from wells which usually involves large expenditures for construction and operation. This is not a common method and usually results in a higher cost of water and, therefore, a lower additional value for the site than with (1) or (2).
4. When water must be purchased from a public or privately owned water supply principally used for some other purpose, such as the supply for a town or city. The costs in this case are usually prohibitive for plants requiring large amounts of water.

Water Obtained from Water-Power Companies.

Water is sold or leased by water-power companies as in Lawrence, Lowell, and Holyoke, but even in these places the charges are not uniform. Some of the sales of water for manufacturing and condensing made prior to the period of increased cost of the last few years, which are not confused with water for power, indicate that a fair charge, at the time, for such water was about 8,000,000 gal. in 10 hours.

This charge was before the increase in cost of about everything and the decreased value of the dollar, and under present conditions may be equivalent to about $3000 a year.

In a more recent agreement the price for 8,000,000 gal. a day was fixed as follows:

First 5,000,000 gal. at $3.00 per million	$15.00
Next 3,000,000 gal. at $2.00 per million	6.00
	$21.00

$21×300 days=$6300 a year for 8,000,000 gal. a day, or about $800 a year for a million gallons a day.

In these cases the water-power companies own, control, and operate the dam and canals up to the intake for the water into the mill, the mill having only the local distribution system to install and maintain. The mill may also have filter and pumping plants for a portion, or all, of the water. This water is usually supplied under some head, and a good deal of it may be used without pumping.

Water Taken from a River.

The most common method is where the water is taken from a river on which the user owns the

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Convention Program Of Southern Textile Association

The complete program for the annual meeting of the Southern Textile Association, to be held at the Oceanic Hotel, Wrightsville Beach, N. C., June 15th and 16th, is as follows:

Friday Morning Session.

June 15th, 10:00 A. M.

Invocation — Marshall Dilling, superintendent, A. M. Smyre Manufacturing Company, Gastonia.

President's Address—L. R. Gilbert, treasurer and manager, Audrey Spinning Mills, Weldon, N. C.

Report from Chairmen of Sectional Divisions:

Carders' Section — J. O. Corn, superintendent, Hampton Department, Pacific Mills, Columbia, S. C.

Spinners' Section—Carl R. Harris, assistant manager and superintendent, Erwin Cotton Mills No. 3, Cooleemee, N. C.

Weavers' Section—L. L. Brown, manager and superintendent, International Shoe Company Mill, Malvern, Ark.

Dyers, Finishers, Bleachers and Mercerizers' Section—Paul F. Haddock, Southern manager, A. Klipstein & Co., Charlotte, N. C.

Master Mechanics' Section — H. H. Iler, master mechanic and plant engineer, Newberry Cotton Mills, Newberry, S. C.

Report from Eastern Carolina Division of Southern Textile Association—T. W. Mullen, superintendent, Rosemary Manufacturing Company, Rosemary, N. C.

Report from Alabama, Mississippi, Louisiana Division of Southern Textile Association—O. G. Murphy, superintendent, Shawmut Mill Division, West Point Manufacturing Company, Shawmut, Ala.

Report from Texas Textile Association (affiliated with Southern Textile Association).

Address — "Cotton Breeding and Its Relation to Spinning Utility," S. B. Jackson, executive manager, Greer Staple Cotton Breeding Farms, Iowa Park, Texas.

Address—"A Mill and Its Folks," Dr. Marjorie A. Potwin, community director, Saxon and Chesnee Mills, Spartanburg, S. C.

Friday Afternoon

Golf tournament, fishing, boating and swimming.

Friday afternoon will be open, however, there will be a golf tournament at the Cape Fear Country Club for those who wish to participate in same. Prizes for 1st and 2nd Low Gross, 1st and 2nd Low Net, 18 holes medal play club handicaps, and booby prize will be awarded at the banquet Friday night.

The tournament will be conducted by a golf committee consisting of the following: Paul F. Haddock, Southern manager, A. Klipstein & Co., Charlotte, N. C., and F. G. Cobb, vice-president and manager, The Lancaster Cotton Mills, Lancaster, S. C.

Those wishing to enter the tournament see either Mr. Cobb or Mr. Haddock.

Those wishing to fish will find boats for hire with tackle and bait at piers near hotel. Prizes for largest fish caught will be awarded at banquet Friday night.

Friday Night

Banquet—Oceanic Hotel

7:00 P. M.

Address—"Seeing Things," W. M. McLaurine, secretary and treasurer, American Cotton Manufacturers' Association, Charlotte, N. C.

Awarding of prizes to winners in golf tournament and prize for largest fish caught.

Saturday Morning Session.

June 16th, 10:00 A. M.

Address—"Importance of the Export Market for American Cotton Manufacturers," F. W. Jefferson, Iselin-Jefferson Company, New York City.

Address — "The Development of Research Opportunities," F. R. McGowan, textile engineer, the Cotton-Textile Institute, Inc., New York City.

Address—"The Value of Records," Geo. H. Emery, C. P. A., secretary and treasurer, North Carolina Association of Certified Public Accountants and member of firm of J. B. Rogers & Co., Statesville, N. C.

Business meeting:

Secretary's report.

Report from special committee.

Report from Code of Ethics committee.

Election of officers.

Presentation of emblems and medals.

Arkwrights — Arkwright emblems will be presented to those whose tests have been approved by the Research Committee since our last annual meeting. These emblems will be presented by F. Gordon Cobb, president, The Arkwrights, Inc.

Service Medal — This medal is given by S. B. Alexander, Southern agent, Crompton & Knowles Loom Works, Charlotte, N. C., to the member of the association who has done the most for the advancement of the industry.

President's Medal—Given annually to the retiring president.

This medal will be presented by Arthur M. Dixon, vice-president and assistant treasurer, American Yarn & Processing Company and first vice-president, American Cotton Manufacturers' Association, Mount Holly, N. C.

Adjournment.

Oceanic Hotel, Wrightsville Beach, N. C., where Southern Textile Association Will Meet.

ALABAMA MILLS CO. PAYING $3 A SPINDLE TO EVERETT MILLS

Lawrence, Mass.—The recently organized Alabama Mills Co., of Birmingham, is paying $3 a spindle ($30,000 for each 10,000 spindle unit) for that part of the equipment which is to be shipped from the liquidating Everett Mills of Lawence, according to notice sent to the stockholders of the latter company. The equipment from Lawrence, which covers 100,000 spindles, with certain supplementary machinery, will be sold for $300.000, of which $50,000 has already been paid.

Accompanying the call for the annual meeting, which is to take place here on June 6, F. C. McDuffie, treasurer of the Everett Mills, in a notice to stockholders, says:

"One June 15, 1927, the stockholders authorized the directors to proceed as rapidly as they deemed advisable to liquidate the assets of the corporation. Manufacturing operations at the mills have acordingly ceased. Outside tenement property and a considerable portion of the machinery in the mills have been sold. A comparison of the baiance sheets shows a decrease in surplus amounting to $500,582, which took place largely because a considerable amount of overhead expense necessarily continued, even though manufacturing operations had ceased, and furthermore, because book figures representing values to the company as a going concern could not be realized in liquidation. This decrease includes a depreciation charge on buildings and machinery amounting to $127,720 and a net loss on the sale of buildings and machinery amounting to $56,534. The bank indebtedness during the fiscal year was reduced from $1,100,000 to $300,000, and since March 31, 1928, the balance of $300,000 has been paid off. On May 1, 1928, the company entered into a contract covering the sale of 100,000 spindles with certain supplementary machinery for the sum of $300,000, of which $50,000 was paid prior to March 31, and accordingly appears on the balance sheet as of that date.

The balance sheet for the year ended March 31, 1928, compares as follows:

Assets.

	1928	1927
Cash and securities	$ 116,576	$ 41,062
Accounts receivable	230,035	395,891
Inventories after reserves	90,779	740,521
Deferred charges	------	85,402
Plant after deprec.	2,221,079	2,676,813
Mortgages rec'vable	950	------
Prepaid items	29,718	------
Total assets	$2,689,137	$3,939,689

Liabilities

Notes payable	$ 300,000	$ 1,100,000
Accounts payable	14,988	1,305
Accrued items	------	13,653
Capital stock	2,100,000	2,100,000
Surplus	224,149	724,731
Alabama Mills Co. machinery option	50,000	------
Total liabilities	$2,689,137	$3,939,689

17 Graduates From Textile School

(See Picture on Personal Page)

The annual commencement exercises of the North Carolina State College will be held June 3, 4, and 5, at which time seventeen young men, who have completed the required work in the Textile School will be graduated. During these exercises the students medal, awarded annually by the National Association of Cotton Manufacturers to the student with the best record in the four year textile manufacturing course, will be presented to Zebulon Boyce Mangum of Birmingham, Ala.

Frederick M. Snyder, secretary of the Press Congress of the World, will deliver the commencement address Tuesday, June 5, at 10:30 a. m., after which the diplomas will be presented to the graduating class.

These exercises will close one of the most successful years in the history of the Textile School of North Carolina State College. It has been marked by increased enrollment and the establishment of an additional research laboratory, completely equipped for research work on starches and other materials used in the dyeing and finishing of textiles. The Textile School also conducted a successful textile institute which was attended by mill men from several States and a style show, in which the young ladies in the home economics department of Meredith College wore dresses, made by them from fabrics designed and woven by students in the Textile School, to demonstrate the beauty and utility of cotton fabrics.

When the additional research laboratory was completed, every cotton mill in North Carolina was asked to send a sample of their starch to the school for a series of exhaustive tests, which are now being conducted by the staff of the Dyeing Department, under the direction of Professor A. H. Grimshaw.

During the year many tests were made by the staff of the Textile School for the mills of the State and several representatives of textile firms conducted experiments in the experimental room at the School, which has been especially established for, and placed at the disposal of Southern textile mills. The experimental laboratory is operated as a separate unit and does not in any way conflict with the work of the students.

Every member of the graduating class has been placed in a textile position and Dean Thomas Nelson states that many more could have been placed as the requesis for men exceeded the number of textile graduates. Dean Nelson is enthusiastic about the future of the Southern textile industry and says it offers a wonderful opportunity to progressive young men with a textile education. Textile graduates having already achieved much prominence in the industry.

Value of Water in Textile Mills for Purposes Other Than Water Power

(Continued from Page 15)

riparian rights, and which is drawn by gravity, or where it is pumped to tanks and used from the tanks by gravity.

In many of these cases water is furnished under some head, and much of it could be used without pumping. The conditions are generally not much different from those when water is taken from a water-power company, except that the right to the use of the water is a part of the riparian rights of the owner of the property, the water itself does not have to be paid for, and the dam, canals, or other channels are owned and maintained by the mill itself. Usually the development is made primarily for water power, and the water for manufacturing purposes taken from the pond created for power purposes.

The cost of obtaining water in this way is relatively small in most cases. Its value would be no more than water of similar quality supplied under similar conditions in the large manufacturing centers by the water-power companies.

Driven Wells

The cost of driven wells will vary enormously. With an adequate supply of water a short distance below the surface, the cost might be such as to compare fairly with the cost of obtaining water from a river or from a water-power company. With deep-driven wells the cost would be so high as to be a burden on the mill in comparison with the other methods of obtaining water.

A recent installation for 2,000,000 gal. a day cost $48,560. If this plant were extended to a capacity of 8,000,000 gal., the installation cost would be not over $150,000 or about $19,000 per million gallons per day.

Purchase of Town or City Water.

It is not the usual custom to encourage the use of water from town or city supplies by manufacturing plants using large quantities of water. Most towns and cities would be unable to supply the amount required by large mills.

The town or city must charge enough for this water, if it does sell it, to cover the cost of obtaining, and usually of pumping, storing, and distributing the water, and for such treatment as may be given to it. The water would be delivered at a greater head than is required if the water is pumped from the river into tanks. All of these charges would make a price for the water that would probably be prohibitive. If, however, there should be one or more acceptable establishments requiring considerable amounts of water in a town, and if the supply is ample, the charge should be the minimum possible amount, even perhaps at less than cost, in order to encourage the establishments to remain there for the general good of the community.

Summary of Cost.

1. Water obtained from water-power companies. A rental of $3000 per year for the right to draw 8,000,000 gal. a day is equal to $375 a year per million gallons a day.

As the water-power company maintains the dam and water channels, the user has only the distribution system on his property to maintain, the expense of which is common to all users. The yearly cost might then be capitalized at interest charges only, say, 6 per cent.

The amount $375 capitalized at 6 per cent is equal to about $6000. This represents the capital value of the right to draw 1,000,000 gal. a day for the working days of the year, and is low in comparison with a more recent lease.

Based on the agreement of $21 a day for 8,000,000 gal., which is equivalent to about $800 a year for a million gallons a day, we have $800 capitalized at 6 per cent, equal to about $13,000 for the value of the right to draw one million gallons per day.

At a rate of $3 a day per million gallons this would be $15,000.

2. Water obtained from owner's pond. A million gallons in ten hours = 3.7 cu. ft. per sec. With an assumed head of 30 ft., this would produce about 10 hp. This might be worth for power $20 a year per hp., or about $200 a year in all. This amount capitalized at 6 per cent equals $3333.

The value for manufacturing purposes is greater than for power, and therefore this figure is low.

3. Water from Driven Wells. In one case we have an installation cost of $19,000 per million gallons a day. This is high in comparison with the other methods.

Arbitrary Assumption. We have now figured a range from $6000 to $19,000 as the capital value per million gallons a day. It might be safe to set up an arbitrary base value of, $10,000 from which to start.

It might also be assumed as a general proposition that one-third of the water, which is the amount used for the final process work, requires pumping and filtering, a supply which requires no treatment or pumping is worth considerably more than the base of $10,000 from which to start.

It might also be assumed as a general proposition that one-third of the water, which is the amount used for the final process work, requires pumping and filtering, a supply which requires no treatment or pumping is worth considerably more than the base of $10,000 per million gallons a day.

Effect on Value by Reason of Not Being Obliged to Pump

If all of the water is pumped, with a total lift and head of 30 ft., the cost of pumping will be about 0.5 cent per 1000 gal., or $5 per million gallons a day, or $1500 a year, which capitalized at 6 per cent equals $25,000.

One-third of this would be $500 a year per million gallons a day. It would take a capital sum of roughly $8000 at 6 per cent to pay for this pumping, and a supply not requiring any pumping would be worth $10,000 + 8000 = $18,000 per million gallons per day.

Effect on Value by Reason of Not Being Obliged to Filter

If all the water were filtered, and with sufficient storage tanks, it would ordinarly cost about 1.5 cents per 1000 gallons, or $15 per million gallons a day, or $45000 a year of 300 days, and for one-third filtered, $1500 a year. This would vary considerably with different water supplies.

The amount $1500 capitalized at 6 per cent equals $25,000, and a supply not requiring any filtering or pumping would be worth $10,000+8000+25,000=$43,000 per million gallons per day.

If the water is used in a plant requiring more than one-third to be pure or more than one-third to be at high pressure, and filtering and pumping are eliminated by the nature of the supply, then the value of the supply would be greater than the above.

The supply which is of the greatest value per unit of amount is one supplying soft and pure water which does not require treatment for softening or filtering, and which is supplied by gravity and does not require to be pumped.

If it is conceivable that all the water must be pure and that all of it must be delivered under pressure, and if the natural conditions will insure these, then the value would be $10,000 + 75,000 = $110,000, which is the maximum limit for a supply of one million gallons per day. This limit would not be reached ordinarily. We should say that $50,000 might be set as the highest value per million gallons a day for ordinary uses.

We have now established tentative limits of $10,000 for a million gallons a day for a majority of cases, and $50,000 for exceptional supplies.

It must not be assumed that the foregoing figures are applicable to any particular case, but a method has been indicated by which an estimate can be made for any given general locality of the approximate value of the water for manufacturing purposes.

Effect of Changes in Conditions.

In the earlier days mills were located on streams which would furnish an ample supply of good water for manufacturing purposes. As time has gone on, the supply may have been reduced by takings or may have become inadequate or have become polluted.

If a manufacturing plant has grown so that its water supply has become inadequate or unsuitable, and the plant cannot be moved to a location where the conditions of water supply are favorable, and must be put to unusual expense in obtaining a suitable supply, any excessive capital outlay for obtaining the supply does not add to the value of the property, but in fact may become a burden upon the property and tend to reduce its value.

This additional or unusual expense may have been incurred by the cost of building dams and creating reservoirs; by excessive cost of driven well; where the water has become polluted, thus requiring excessive cost for purification, or where water must be taken from a city or town supply at high rates.

The base value can be established by a consideration of the cost of the supply to a large majority of establishments which are on a competitive basis with the particular establishment under consideration. A supply with unusual beneficial characteristics will be worth more than the base value. A supply which costs an excessive amount for obtaining and preparing for final use may not add anything to the value of a plant, but may on the other hand cause the total value of the plant to be less than it would be with an economical water supply.

Example of the Application of the Foregoing Figures.

A colored woolen mill, running one shift, will use about 30,000 gal. of fairly good water a day per set of cards when there is a plentiful supply, but satisfactory work can be done with a less amount if necessary.

(a) For the majority of cases where water is taken from a water-power company or from the owner's mill pond, $10,000 per 1,000,000 gal. a day is a fair base value to assume. $10,000 × 30,000 ÷ 1,000,000 = $300 a set.

(b) Assuming that in a woolen mill one-third of the total amount must ordinarily be pumped, a supply requiring no pumping would be worth $18,000 × 30,000 ÷ 1,000,000 = $540 per set.

(c) Assuming that in a woolen mill one-third of the total amount must ordinarily be pumped and filtering would be worth $43,000 × 30,000 ÷ 1,000,000 = $1290 per set.

(d) Based on the more recent agreement mentioned in an earlier paragraph, and using the charge of $3 per day per million gallons, we should arrive at a value of $450 per set.

Water for Condensing.

In some plants water is required for condensing as well as for manufacturing, and in some for condensing only. The use for condensing is diminishing in mills, as many of the newer mills are run by purchased electric current and some of the olded ones are not replacing the steam plants as they become worn out, but are purchasing current for additional power requirements.

This water does not require treatment for hardness or impurity. When a plant is located at tide water, salt water may be used.

In the manufacturing cities where there are water-power companies, this water is furnished at the same rates as for water power. In mills owning their own water power, the water is usually taken from the mill pond which also supplies water for power.

In some mills the condensing water is used after passing through the condensers for process water, thus reducing the total amount of water required for both purposes and utilizing the waste heat of the power plant.

The value of water for condensing depends upon the adequacy of the supply, the ease with which it can be obtained, the cost of fuel, and the amount of the waste heat from the engine or turbine which can be used for manufacturing purposes. Water for condensing purposes cannot have any value to a plant where the cost of power generated by a condensing plant would be higher than the cost of obtaining the power by some other acceptable method.

Water has no value as power until it is harnessed and is producing power. The potential possibilities for the development of power add value to the riparian rights whenever it becomes economical to develop these possibilities, and also to the land contiguous to the stream.

Water for condensing has no value for that purpose until it is so used, when it becomes necessary or economical to develop stream power in a certain locality there is added potential value to land so situated that water can easily be obtained for condensing purposes, and such land becomes of more value than other adjacent land where water is not available only at great expense.

Three methods of estimating the increase in value suggest themselves:

1—Its value for condensing can be measured by the net saving produced by its use, taking into account

(Continued on Page 26)

SOUTHERN TEXTILE BULLETIN

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D. H. HILL, JR. — *Associate Editor*
JUNIUS M. SMITH — *Business Manager*

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White Elephants Guts

ON page 17 of this issue we are publishing the statement of Everett Mills relative to the price they received for the machinery sold to the Alabama Milis Co., for use in constructing the "guts" of the "ten white elephants."

It appears from this that the "guts" of each of the white elephants, which is the only part that can earn dividends, will cost $3 per spindle or $30,000 per mill whereas the shell of each mill and the shell game and incidental expenses, including possibly some machinery to supplement the Everett equipment, account for the remaining $584,000 of the cost which is given by the promoters as $614,000 per mill.

According to report the bonds were sold to bankers at 85, and if that is correct the fee paid for selling the bonds of each mill was $52,500 as compared to a $30,000 expenditure for productive machinery. The $30,000 is the amount the promoters agree to pay for the machinery of each mill. We do not know the price that will be paid by the mill company to the promoters.

There is no need for us to say anything further upon this subject as the books are so open that "he who runs may read."

At some later date, when we have obtained certain information we will publish the names of those who are making the profit on this deal and the amount secured by each.

The Flint Merger

WE are still hoping that the yarn mill merger will be perfected because we feel that it will eliminate a very weak spot in the textile industry.

We understand that the option prices per spindle average about $24 a price of less than half the replacement cost today and in view of the real estate holdings of some of the mills it is a very resonable figure.

There is certainly nothing in the cost price that should cause bankers to hesitate about underwriting the finances, and it is probable that economy of operation under consolidated management will, in itself, earn a considerable part of the amount necessary to provide an adequate return upon the investment.

If Flint & Co. could secure as the active head of the company, an experienced and successful cotton manufacturer who has the confidence of the mill men of the South, it is entirely conceivable that the owners of the mills under option would be willing to take part payment in stock of the new corporation.

If the right management is secured they would certainly be better off with some cash and some stock in the new company than with the stock which most of them now hold.

If the carded yarn mills continue to operate under the competitive conditions of today there can be but one ultimate result and that is bankruptcy for a majority of the mills.

We have absolute confidence in the future of the cloth mills of the South and the combed yarn mills would have a return to prosperity if they could eliminate the selfishness of a few men, but we have no confidence in the future of the carded yarn mills under present management and under the present competitive system of price making.

We would like to see the merger of carded yarn mills completed, but again urge Flint & Co., to make some definite announcement, as the delay and uncertainty is working injury to the mills under option.

Boll Weevils and Rainy Days

AS we enter June we are reminded of a study, which we saw some time ago, which convinced us that boll weevil activities depend more upon the number of rainy or cloudy days during June and July than upon any other factor.

The study showed that boll weevil damage each year bore a very close relation to the number of rainy or cloudy days in these months and that the partial disappearance of boll weevils a few years ago was due to the two unusually dry summers.

The first boll weevils lay their eggs in cotton squares and these squares rot and fall upon the ground. If there is hot, dry weather the squares become hard and the boll weevil grubs are imprisoned and die.

If there is sufficient rainy or cloudy weather to keep the fallen squares from hardening the boll weevil grubs emerge in large numbers and insure later generations for serious damage to cotton.

Nobody can safely predict the weather of June and July but we believe that keeping account of the rainy and cloudy days and estimating future boll weevil damage thereby will prove profitable.

Due to the fact that the season is from two to three weeks late, it may be that weather during the first half of June this year should not be taken into consideration.

It will be interesting to consider the correctness of this theory after keeping a June and July record and later comparing it with boll weevil damage.

Blame for Cotton Slump

WE notice the following in a newspaper dispatch from Washington, D. C.:

Direct responsibility for the cotton market collapse in 1927 that cost American cotton growers losses estimated at from $300,000,000 to $400,000,000 is placed on the Bureau of Agricultural Economics, Department of Agriculture, in a preliminary report filed with the Senate today by the agriculture sub-committee which spent three months investigating the subject.

A downward price trend prediction issued by the bureau on September 15 and the estimate of cotton carryover for the year, which the sub-committee finds to have been probably as high as 800,000 bales over-estimated, were the chief factors in precipitating the decline, the committee found.

We are not inclined to attribute evil motives to action of public officials but we have had a suspicion of the motives or influences behind the two statements issued by the Department of Agriculture last fall.

The acceptance, at full face value, of the consumption figures of a foreign cotton spinners' association that had been notoriously inaccurate in the past and the use of them in producing a carry-over figure in excess of that shown by Secretary Hester, did not look right to us and evidently did not look right to the investigating committee.

The decline in the price of cotton which resulted from the two reports will in the end prove very expensive to cotton mills.

It not only checked the buying of cotton goods which was then progressing satisfactorily but it caused the farmers to plan for considerably less cotton acreage than would otherwise have been planted and places the industry where a big question mark stands against the question of an adequate supply for next season.

With good weather and small boll weevil emergence we may raise all the cotton needed but should there be unfavorable weather and much boll weevil damage there can easily be a shortage of cotton whereas had there been no decline such as resulted from the uncalled for reports of the Department of Agriculture, the acreage would have been sufficient to have assured an adequate supply of cotton even with unfavorable weather and heavy weevil damage.

We, at least, have the assurance that no "gratuitious" advice will be given by the Department of Agriculture in the future.

Martin and Wife

THERE has been a considerable stir caused by a statement made at Greenville, S. C., by P. W. Martin and wife, who are reported to have been for nine years identified with the International Labor Office of the League of Nattions, Geneva, Switzerland, and who are alleged to have been spending a few days in the Piedmont section of South Carolina, inspecting the cotton mills of Greenville and those adjacent.

The statement made by Martin and wife could just as well have been written before they left Europe because their minds were already made up before they saw a Southern cotton mill.

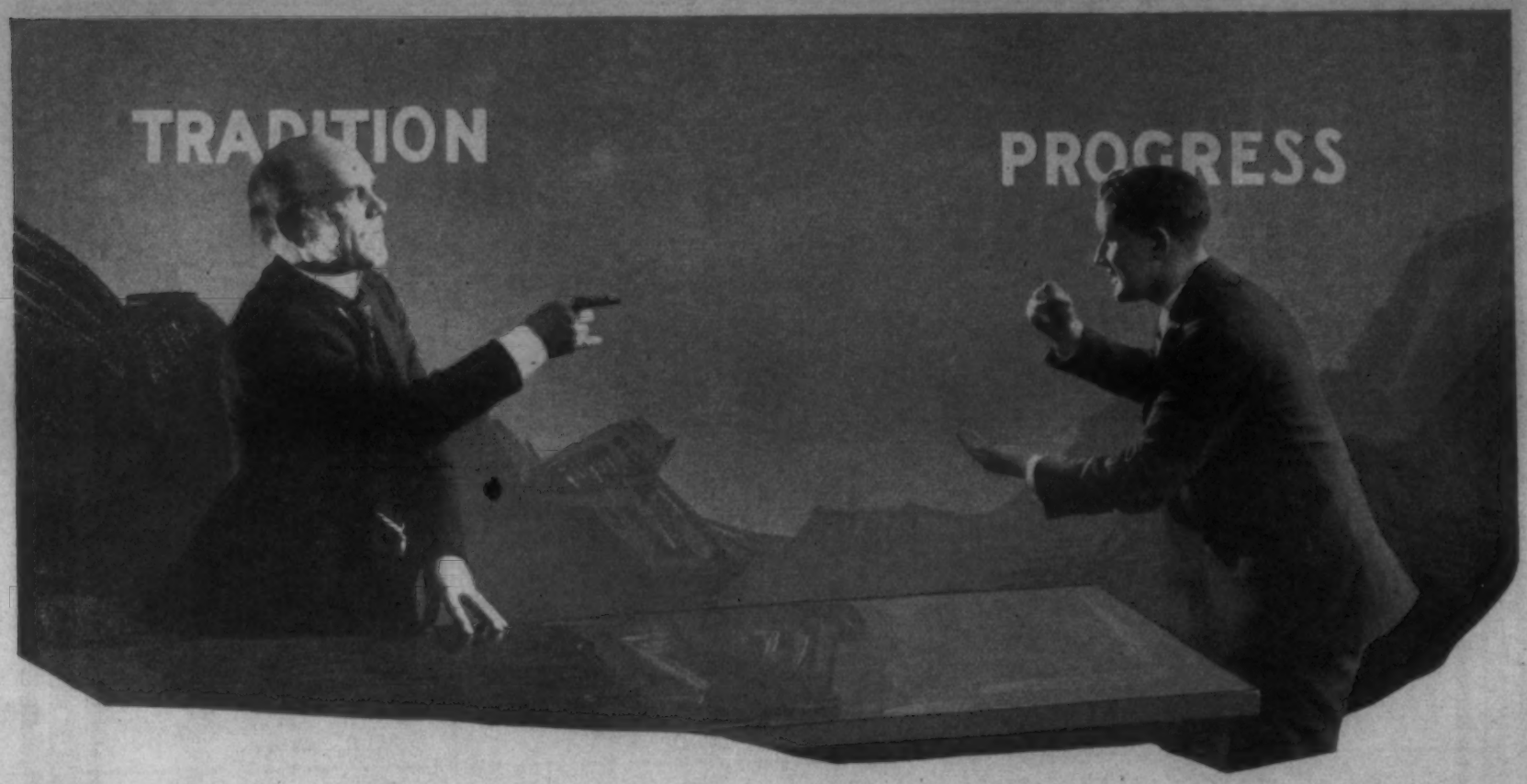
The International Labor Office of the League of Nations has been under the domination of the worst radicals in the world since it was formed and practically its entire activity has been directed towards the establishment of Soviet standards in other countries of the world.

The mills in Greenville that showed courtesies to P. W. Martin and wife got what they deserved.

Translate Night Work Into Surplus Yardage

THERE is in the overproduction situation a field for the activities of the Cotton-Textile Institute. If that organization would make an investigation to determine the exact extent to which overtime is being worked in the South and bring home to everybody concerned just what it means in yards of surplus cloth, it would set a mark from which the trade could start to steer a course that would put the producers of standard fabrics on a profitable basis and go a long way toward them there. Let the Institute prepare and present the facts in all their raw ruthlessness and the industry will awake and provide an antidote for the fear and selfihness that is responsible for continuing a futile policy. It is far better to make $5 on 50 pieces than 10 cents on a hundred pieces. Stop overtime! — William Whittam, in Daily News Record.

Pop stands on his privilege.



"Here, Lad—

I don't care what you say about nearly all the factories around here adopting 'Linc-Weld' motors. That's their privilege. It's my privilege to stick to a motor maker who doesn't change to modern doo-dads and I stand up for his rights."

"No, Pop—

you mean that you stand up for his WRONGS.

You STAND for a motor with spindly shafts, yet you SIT on 'Linc-Weld' for stepping out from traditional custom and making double size shafts and bearings for the specific purpose of obviating stand-ups in production.

You STAND for application of light built motors (that can't carry any overload) to a good machine, thereby limiting its production . . . while 'Lnc-Weld's' whole reputation is built on overload capacity and cool operation on heavy drags.

But since you stand for them, I know the reason.

You've been kicked around by the makers so long—and I've kicked about them so often—and the machine oprators have kicked to you so often—

—that you can't do anything BUT stand."

"Linc-Weld Superiority is due to:

1. **Larger Shafts**
2. **Larger Bearings**
3. **Better Insulation**
4. **Stronger Frame (Steel)**
5. **Greater Overload Capacity**

The Lincoln Electric Company, Dept. No. 29—5, Cleveland, Ohio

M-14

"Linc-Weld"

LINCOLN MOTOR

Personal News

Sam Payne has resigned as overseer spinning at the Elk Cotton Mills, Fayetteville, Tenn.

W. A. Hart, overseer carding at Ensign Mills, Forsyth, Ga., is recovering from a recent illness.

Claud Brown, formerly of Atco, Ga., is now head loom fixer at the Shelbyville Cotton Mills, Shelbyville Cotton Mills, Shelbyville, Tenn.

E. T. Turner, from the Maginnis Mills, New Orleans, La., has become overseer weaving at the Shelbyville Cotton Mills, Shelbyville, Tenn.

Mill officials and overseers of the Watts Mills, Laurens, S. C., held their regular quarterly banquet last week.

A. A. Owens has been elected treasurer and general manager of the Kingsport Hosiery Mills, Kingsport, Tenn.

Eugene Fleenor has been appointed overseer of the knitting room at the Kingsport Hosiery Mills, Kingsport, Tenn.

Friends of J. W. Stewart, superintendent of the Ensign Mills, Forsyth, will learn with much regret of the death of his wife.

Graham H. Anthony has resigned as vice-president of the Allen Manufacturing Company, Hartford, Conn., to become vice-president in charge of production of Veeder-Root, Inc. The latter company is a consolidation of the Veeder Manufacturing Company and the Root Company. Mr. Anthony is a native of Shelby, N. C., and a graduate of N. C. State College.

A. P. Duchesneau, of Los Angeles, Cal., who will be connected with the management of the Lund Textile Company, at Rock Hill, S. C., has arrived at Rock Hill.

Thos. J. Ross has resigned as overseer carding and spinning at the Georgia Manufacturing Company, Athens, Ga., a position which he had held for several years.

George Petty has resigned as overseer carding at the Southern Manufacturing Company No. 2, Athens, Ga., and will locate in Texas.

Lewis Crolley, of High Shoals, Ga., has become second hand in carding No. 2 at the Southern Manufacturing Company, Athens, Ga.

Paul Scott Represents Hyatt Roller Bearing Co.

Paul B. Scott, Reidsville, N. C., has been appointed Southern manager for Hyatt Roller Bearing Co., Harrison, N. J., a subsidiary of General Motors Corporation. Mr. Scott has been a cotton mill superintendent for a number of years and is thoroughly capable and familiar with all questions regarding anti-friction bearings in textile mills. He is making headquarters at Reidsville.

Texas Textile Association.

The annual meeting of the Texas Textile Association will be held at Dallas, Texas, on June 1st and 2nd, according to Dan H. Poole, secretary. Headquarters will be at the Hilton Hotel.

Graduating Class and Faculty, Textile School, North Carolina State College, Raleigh.

Top Row: J. M. Dunn, Charlotte, N. C.; J. B. Dunn, Enfield, N. C.; T. H. Nelson, Raleigh, N. C.; D. A. Gryder, Stoney Point, N. C.; W. E. Shinn, instructor, designing and knitting; J. T. Hilton, associate professor, yarn manufacturing; T. R. Hart, associate professor, weaving and designing; Thomas Nelson, Dean of Textile School; A. H. Grimshaw, associate professor, dyeing; J. L. Kidd, Newton, N. C.; Z. B. Mangum, Birmingham, Ala.; R. H. Ratchford, Gastonia, N. C.; J. L. Young, Newton, N. C.

Bottom Row: B. G. Groves, Lowell, N. C.; B. B. Howard, Concord, N. C.; J. H. Warlick, Granite Falls, N. C.; E. B. Armstrong, Gastonia, N. C.; W. A. Pardue, Trenton, S. C.; C. A. Ridenhour, Concord, N. C.; J. C. Cobb, Lancaster, S. C.; F. M. Williams, Raleigh, N. C.

MILL NEWS ITEMS OF INTEREST

Guntersville, Ala. — The Saratoga Victory Mills plan to establish a mill of 15,000 spindles and 500 looms. (See under Albertville.)

Elizabeth City, N. C.—The Elizabeth City Hosiery Mills have placed contracts for additional looping equipment.

High Shoals, Ga. — The High Shoals Manufacturing Company expects to rebuild 2 mill buildings recently destroyed by fire.

Columbus, Ga.—The Swift Manufacturing Company expects to install a complete new humidifying system.

Pendleton, S. C.—The Pendleton Manufacturing Company expects to let contract through J. E. Sirrine & Co., engineers, on June 4 for a new mill unit.

Mount Holly, N. C.—Five hundred bales of cotton, owned largely by the American Yarn & Processing Company were destroyed by fire on the loading platform of the P. & N. Railway.

Asheboro, N. C.—The Cetwick Silk Mills, recently organized here, as noted, have let contract to Burrow & Lamb for erection of the mill building.

Wadesboro, N. C.—H. B. Allen, one of the new owners of the Singleton Silk Mills, has purchased machinery for weaving silk fabrics. The plant was formerly a silk throwing mill and has been idle for some time.

High Point, N. C. — The Melrose Hosiery Mills, organized here some weeks ago will be equipped with 40 knitting machines for making women's gauze net hosiery of pure thread silk.

Dyersburg, Tenn. — The Ardian Knitted Products Company has plans by Robert & Co., engineers, Atlanta, for knitting plant and will let contract in about 3 weeks. Plans call for a main mill building, mill village, boiler house, two warehouses.

Dallas, Texas.—A new full fashioned hosiery mill is to be built here by E. W. Morton, of 304 S. Harwood street and J. O. Davis, 703 N. Glasgow street. The mill is to have 12 machines and will be built upon a 6-acre tract.

Paw Creek, N. C. — The Kendall Mills, through Lockwood, Greene & Co., engineers, Charlotte, have let the following contracts: McCleliand Co., Charlotte for installation of sewer system; Harrison-Wright Co., erection of 86 bath rooms, to J. H. Threatt, Charlotte, and Hajoca Corp., Charlotte for other work in connection with bath rooms.

New Orleans, La.—The Lane Cotton Mills will install the American Moistening system of humidifying.

Greenville, S. C.—The River Mills, manufacturers of cotton waste products is to erect a warehouse to cost $25,000.

Greensboro, N. C. — The Ritch Manufacturing Company has been incorporated by J. S. Duncan, Jefferson Standard Bldg., and is authorized to manufacture cotton and silk gods. The company is capitalized at $100,000.

Tarboro, N. C. — Contract for an electric freight elevator for the Hart Cotton Mills has been let through the Charlotte office of Lockwood, Greene & Co., to Weekley Elevator Co., Atlanta.

Lexington, N. C.—Contract for the plant of the Montcastle Knitting Company, let to W. Lee Harbin Construction Company, as noted, calls for a main building 50x140 feet, 2 stories and basement, dyehouse 20x40 feet and boiler house.

Calhoun, Ga.—Contract for the addition to the Echota Mills has been let to Fiske-Carter Construction Company, Spartanburg, S. C. The main addition will be 154x185 feet, 1 story, other contracts call for a warehouse 100x100 feet and an opener room 25x100 feet. New equipment to be installed includes 6,000 additional spindles.

Dalton, Ga. — Through the Charlotte office of Lockwood, Greene & Co., engineers, the Dalton Hosiery Mills have let contract for fire protection and sprinkler system to the Grinnel Company, Charlotte; for a freight elevator to Otis Elevator Co., Charlotte; for boiler and stack to Casey Hedges Boiler Company, Chattanooga, Tenn., and for boiler settings to Pilbrico Co., Atlanta.

Shannon, Ga.—It is expected that the Southern Brighton Mills, which established a mill here last year, will move its other mills at Passaic and Allwood, N. J., to this place, officials here stating that the two mills will probably be built as separate units and both to be in operation in July 1929. It is understood that stockholders will consider this action on June 9.

Concord, N. C.—Plans for consolidating nine mills owned by the Cannon group of mills are expected to be completed in July. The mills affected are the Cannon and Cabarrus Mills, Concord and Kannapolis, Gibson, Norcott, Hobarton and Franklin Mills, Concord, Kestler Manufacturing Company, Salisbury, Patterson Manufacturing Company, China Grove, Barringer Manufacturing Company, Rockwell, Cannon Manufacturing Company, York, S. C. The

new company, when the consolidation is completed, would be known as Cannon Mills, Inc., and would include the Cannon Mills, New York, the present selling agency, and would be capitalized at $20,879,700. It is understood that the directors will meet early in June to make plans for presenting it to stockholders in July.

Gaffney, S. C.—Gaffney Manufacturing Company has let contract to Fiske-Carter Construction Company for 3-story mill building, 284x113 feet, standard mill construction. Lockwood, Greene & Co., Charlotte, are the engineers.

Albertville, Ala. — The Saratoga Victory Mills have been organized here to build a mill of 15,000 spindles and about 500 looms. The company is headed by F. H. Filley, president of the American Manufacturing Company, Noble and West Streets, Brooklyn, N. Y., manufacturers of ropes and twines. Mr. Filley states that the company also plans to establish a similar mill at Guntersville, Ala. Robert & Co., Atlanta, are the engineers.

Charlotte, N. C.—Plans for building a new full fashioned hosiery plant by the Hudson Silk Hosiery Company, as recently announced, have been made public through Lockwood, Greene & Co., engineers. The company plans to spend $330,000 for the new mill which is to be located at 108 N. Brevard street. The plant will be built in units, construction cost of the first unit to be $65,000 without machinery.

New equipment will include 24 full fashioned knitting machines to cost $240,000, dyeing and finishing equipment.

Oxford, N. C. — J. J. Redyke, of Clearwater, Fla., who as previously noted is to build a silk throwing plant here, has secured a charter as the Southern Silk Yarns Corp., and the first unit of 4 plants which he expects to erect in North Carolina is to be known as the Oxford Silk Mills, and operated as a subsidiary of the Southern Silk Yarns Corp. Plans for building the mill here are expected to be ready this week. The building to be equipped for a weekly capacity of 2000 pounds. The 4 plants which Mr. Redyke proposes to build will produce all kinds of silk yarns for the knitting and weaving trades.

Charlotte, N. C.—Reports that M. Lowenstein & Sons, New York converters, had definitely decided to establish a $2,000,000 bleaching and printing plant at Rock Hill, S. C., are denied by Mr. Lowenstein and by Norman Pease, manager of the Charlotte offices of Lockwood, Greene & Co., engineers for the Lowenstein interests. Mr. Lowenstein's company has been considering the establishment of a Southern bleachery for some time but states that he had not definitely decided whether or not the plant will be built and has by no means decided upon the location in the event that decision to build the plant is made.

Martinsville, Va. — Considerable damage by fire and water was done to the plant of the Pannill Knitting Company, when lightning struck electric wires leading into the building and sparks from the wires ignited some cloth mats and raw material, which when discovered by passersby had gained considerable headway. Water damage will run the loss up several thousand dollars, which is practically covered by insurance.

The fire did not interfere with the operation of the plant. Representatives of the insurance companies are making adjustments with officials of the knitting company.

Cotton Goods Imports Larger

Imports of specified kinds of cotton cloths for April shows a big gain in both quantity and value over the same month in 1927, but a slight decline from the preceding month, according to figures released by the Bureau of Domestic and Foreign Commerce.

For April this year there was a total of 6,493,070 yards valued at $1,472,843 of specified kinds of cloths imported against 4,668,343 yards valued at $1,017,590 in the same 1927 month. March imports totaled 6,535,469 yards valued at $1,486,841.

For the first four months of 1928 a big gain was shown, the figures being 23,775,117 yards valued at $5,501,007 against 16,936,862 yards valued at $4,060,942 in the 1927 period.

Imports of raw cotton and manufactures for April declined in both value and quantity from April, 1927, but all cotton cloths for the period showed a slight increase.

Raw cotton imported in April, 1927 totaled 19,028,973 pounds valued at $3,636,047 against 9,098,050 pounds valued at $2,099,206 in the month this year. The value of cotton manufactures for April was $5,315,127 against $5,335,750 last year. Total of all cotton cloths was 6,418,478 square yards valued at $1,512,105 against 6,372,547 square yards valued at $1,459,857 in 1927.

In the four month period this year for the same items there was a decrease in the quantity of raw cotton as compared with a year ago, but an increase in value. The figures were 69,769,608 pounds valued at $16,553,518 against 87,983,085 pounds valued at $16,355,722 for the 1927 period.

Practical Discussions

(Continued from Page 14)

is to see if each card is going full speed. Next get the speed of each card doffer, can coiler and the average weight of the sliver off of each card. Some coilers may be making more turns than others. Moreover, where the coilers are going faster than others, the sliver will be lighter in weight. This will mean that the gear on the shaft end of the calender roll, may be smaller and have less teeth in than the others. Examine all of the gears. Then note carefully which ends sog the most—those with the smaller gear on those with the larger gears which drive the calender roll. Very likely the smaller gears will have to replace the larger gears. This will speed up the calender rolls and take up the slack which causes the web to sog. On the other hand, if the ends are stretched and snap apart with the smaller gears, then the larger gears should replace the smaller ones.

Expert.

Answer to Weaver.

Editor:

I noticed about two weeks ago in your paper where "Weaver" was having trouble with his cloth finishing out long on one side or bias. I will say in answer to his inquiry, that I have had quite a bit of this same trouble, and not only on wide double beam warps, but narrow ones also, as narrow as 40 inches. Since finding and overcoming this I look at it as being very simple and easily overcome. First, if he will see that his beams work freely on journal, and let off shaft works freely in bearings. Next, see that spring shaft works freely and gears on each end are not binding, and that cloth roll gets to top at same time and perfectly level. We have our let-off shafts gone over by loom fixer when warps are out, and when cloth is taken off if rolls do not work freely or roll up level, cloth doffer is instructed to flag loom and leave it standing until attended to by loom fixer. I think if "Weaver" will check over his looms by this he will find that about 90 per cent of his cloth is stretched after woven, which is due to trouble at front of loom already mentioned. Hope this is clear, and "Weaver" will be greatly benefited.

Experience.

New England Mills to Close Permanently.

Lowell, Mass.—The New England Southern Mills announced Saturday that its plant here would be permanently shut down within two months and the property offered for sale. The plant, which employs 235 workers, has been manufacturing sheetings for four years. It formerly was operated by the International Cotton Company.

Sentiment Favors Mergers

THE trend of opinion relative to mergers and consolidations on the part of manufacturers and distributers has taken a distinctly favorable turn. Not so many months ago it was commonly thought by many manufacturers that whereas mergers and consolidations were wholesome for business in general this rule did not apply to their own particular field. It seems, however, that with the sudden realization of facts applying to their own industry, sentiment in general is now strongly in favor of mergers.

Until very recently mass productions was the will-o'-the-wisp that every manufacturer followed. It, however, has been forcibly brought home that mass production is fraught with grave dangers when it is not in balance with distribution. In other words, production and distribution must bear a close and wholesome relationship toward each other. To accomplish this end requires strong, well-co-ordinated limits.

Lack of Profits.

With the steady increase of selling costs, many manufacturers and distributers have found themselves face to face with the condition whereby they were only exchanging dollars every time they effected a sale. Those less fortunate were not even exchanging dollars, but were losing money with every transaction.

Innumerable styles of all types of merchandise are steadily being presented to the trade. A great proportion of these styles represent a high manufacturing cost but the added business is oftentimes very small his burden cannot be carried by individual concerns.

The fact that retailers have so radically changed their methods of purchase is something that dare not be overlooked. With hand-to-mouth buying the manufacturing and wholesaler is largely at the mercy of the retailers. One method whereby to counter this influence is to develop loyalty on the part of the consuming public.

Consolidations Urged.

The consolidation of individual companies into large corporations will no doubt prove to be the solu-

tion of many of the present day business problems. Wholesalers, whether manufacturers or distributers, will find it essential to form into groups so as to protect their vital interests. It therefore remains to be seen whether the surrendering in a measure of one's individuality by merging is not preferable to the ever increasing dangers of competition. Large units represent elements of strength and safety. While there can be only one head to any new company that may be formed it seems to be far preferable to be satisfied with a position second, third or fourth in command than to hold on to some business that is gradually slipping away from one's grasp.

With the increase in competition and greater manufacturing efficiency, new products and new styles must be produced at an ever increasing rate of speed. To eliminate waste and losses due to competition is of great importance. This can all be satisfactorily handled by large comprehensive companies.

Sales at Cost.

The desire to keep mills running has developed in the sale of merchandise at either cost or in many instances, at a loss. The struggle for survival in most industries can be eliminated through consolidation. A glance at the textile industry will well illustrate what unbridled competition has caused.

Elimination of the duplication of sample lines without injury to the element of style can be readily accomplished through mergers and consolidations. Large units are in a position to continually create new products and styles.

The complexion of distribution would be promptly changed if the retailer were confronted with powerful organizations making merchandise that he positively required. Large opportunities would draw capable men. Merchandise could be sent to various centers throughout the country and distributed from those points. All these factors would result in bringing about wholesome profits.

Automobiles and Purchasing Power

The automobile industry has been accused of harming textiles and ready-to-wear. From this it would seem that not only is the individual concern confronted with the competition in his own industry, but, what is of greater moment, has to compete with different industries for a share of the consumer's purchasing power.

More and more manufacturers who at one time were not in favor of trade marked merchandise now find it necessary to reverse their policy. They have concluded that the only way to maintain a steady demand for their product is to endeavor to obtain the good will of the consuming public. This can only be done by putting a name on the product. The cost, while heavy, can nevertheless be easily carried by an organization geared to profitably handle a volume business.

The question of European competition has caused a great deal of anxiety. We have endeavored to protect ourselves by erecting high tariff walls. The question remains can the tariff walls keep out foreign competitors' products.

Foreign Invasion.

With the increase in sales of foreign securities in this market, it appears certain to follow that foreign goods will find an entrance into the United States. If not, how could principal and interest of foreign loans be met. This will result in keener competition in the home market and will require the development of well grounded and vigorous organizations to effectively meet this problem.

Another item not to be lost sight of is our foreign trade. In practically every foreign market we are competing against the cartel system. How an individual manufacturer or a distributer can meet this competition seems difficul tto answer. On the other hand, with increasing efficiency through strengthened organizations there is no reason why the American product cannot in most fields hold its own against European competition.

From the foregoing it therefore appears that all indications point to the positive need of mergers or consolidations. How else can industry hope to cope with the present day weighty problems.—Journal of Commerce.

Ala. and Ga. Mills Producing Colored Sheets

Columbus, Ga. — Several of the sheeting mills in Georgia and Alabama are now making up colored sheetings in lighter weights than have ever before been made in this territory. Standard sheetings usually weigh from 3½ to 6 yards per pound, while the new colored covers are being made up at a weight of 8 yards per pound.

This change of construction is not in the sizes of the warp and filling, but is made by eliminating ends and picks in the cloth.

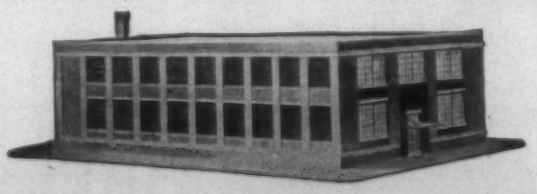
Report Mills on Part Time.

Richmond, Va. — Textile mills in the fifth district continued part-time operations during April, according to the monthly report of the Federal Reserve Bank of Richmond.

"Cotton consumed in the district totaled only 226,642 bales in April, a decrease under the 246,618 bales used during the longer month of March, and also under 259,254 bales consumed in April, 1927, when orders were on hand in sufficient volume to justify full-time operations," says the report.

"North Carolina mills used 123,421 bales of cotton in April this year; South Carolina mills used 95,153 bales, and Virginia mills 8,065 bales.

"Fifth district consumption totaled 43.2 per cent of national consumption last month.



Value of Water in Textile Mills for Purposes Other Than Water Power

(Continued from Page 19)

operating and fixed charges. In a manufacturing plant the amount required will depend upon the amount of exhaust steam which can be used in the processes and for heating.

If the majority of plants doing similar work could purchase or obtain water at a moderate cost, other plants in competition with these would be at a disadvantage if it costs them more for condensing water. Before they suffered an actual loss in power production, however, they could pay up to a sum which would represent the saving due to condensing over non-condensing, unless there was a cheaper substitute power available.

The net saving of condensing over non-condensing operation, with engines of 500 hp. and upward, running 10 hours a day with coal at $6 a long ton, is approximately $2 a year per hp., of engine load, and for a plant running straight condensing the total yearly saving would be roughly $2 per hp., with no allowance being made for fixed and operating cost of the plant necessary to get the water to and away from the condensers.

Assuming for the purpose of illustration that it cost $3 per hp. for the physical structures refuired to get the water to and from the condensers, and the fixed and operating charges at 50 cents a yer per hp., the net saving would be $1.50 per hp. a year. This capitalized at 10 per cent equals $15, which represents the capitalized value per horsepower.

Ten per cent capitalization is used here, whereas 6 per cent was used in connection with the value of water for manufacturing purposes. With the increased application of electric current for power there is less use for water for condensing, and the future possibilities for cost of power are subject to a fluctuation of value, whereas good water for manufacturing purposes is becoming scarcer and its use cannot be done away with.

If it takes 60 gal. per hour per hp. for condensing, or 600 gal. per day of 10 hours, the capitalized value of 600 gal. a day would be $15. This is the maximum value on this basis.

At this rate the value for 1,000,000 gal. a day for a year would be $15×1,000,000÷600=$25,000.

If the exhaust can be used in part or in whole, the value per horsepower would be reduced, but the value per 1,000,000 gal. would remain the same. With varying percentages of exhaust use the value per horsepower would be as follows:

% of exhaust use	Value per hp.
25	$11.25
50	7.50
75	3.75
100	0.00

In most colored mills at least as much as 50 per cent, and often as much as 75 per cent. of the exhaust would be used and the value per horsepower would then be $7.50 and $3.75, respectively.

For the purpose of illustration, we shall assume that 50 per cent of the exhaust will be used. On this basis the value of water for condensing purposes per set of woolen cards would be 40 hp. × $7.50 = $300. If all waste heat of the prime mover can be absorbed in the manufacturing process, the value would be nothing.

If the water can be used for manufacturing purposes after passing through the condenser, a double value cannot be given to it. It would be worth the maximum value of its use for either process purposes or for condensing, and if a portion is used for each purpose the sum of the maximum value for each will represent its value.

Steam turbines under fairly normal conditions require about 120 gal. per kw-hr., or 90 gal. per equivalent hp.

As non-condensing turbines are very uneconomical unless the exhaust steam can be used for manufacturing purposes, it would not be advisable to run non-condensing when there is a scarcity of water. In such a case it would be necessary to install cooling devices for the condensing water or to obtain the power by some other method. The value of condensing water for turbines should not be determined in the manner as indicated above for engines, but might be estimated as indicated below or by comparing the cost of power from condensing turbines with that of purchased current or some other manner which would give reasonable results.

2—Another measure of the value of the opportunity to use the water for condensing is the difference in the cost of equipment and of the operations necessary to deliver the water to the condensers as against some other common way of providing the water by cooling towers or ponds, taking into account also the relative efficiencies of these methods.

Assume for example that the cost of cooling towers and accompanying apparatus is roughly $10 a kilowatt. The fixed charges on $10 at 15 per cent a year would be.....$1.50
The yearly cost of operation per kilowatt, allowing for lower vacuum, is approximately..... 3.25
Cost of make-up water..... 0.75

Total cost per year with cooling tower $5.50
Yearly cost with an abundant water supply:
(Cost of intake and piping, pumps, or whatever plant is required, say, $5 at 15 per kw.)
Fixed charges on $ at 15 per cent $0.75
Yearly cost of operation..... 1.50

Total $2.25
Net yearly saving, $5.50—$2.25=$3.25
$3.25 capitalized at 10 per cent = $32.50 per kw.
$24.50 per hp., approximately
Gallons per kilowatt=120 per hour. 120 gal.×10 hr.=1200 gal a day per kw.

$$\$32.50 \times \frac{1{,}000{,}000}{1200} = \$27.000$$ per 1,000,000 gal a day.

Per set of woolen cards requiring

about 30 kw.: $32.50×30=$975, say, $1000, when running straight condensing. or $500 when 50 per cent of the steam is extracted and used for manufacturing purposes.

The extra investment in a cooling-tower installation may sometime be offset by the cost of condensing water intakes, screens. and tunnels, and discharge trenches or canals where water is taken from so-called natural sources. The vacuum obtained when using cooling towers or ponds is rarely ever as good as that obtained where the supply of water is ample.

3—One other method would be by comparison with the charge for such water in communities where it is sold or leased by water-power companies.

Based on charges for water by companies controlling water for manufacturing in manufacturing cities, it would be worth for condensing the same as for manufacturing purposes. We have previously in the paper set up a base of $10,000 per million gallons a day.

600 gal per hp. a day×40 hp.=24,000 gal. a day.

$$\$10{,}000 \times \frac{24{,}000}{1{,}000{,}000} = \$240$$ per set of cards when running full condensing, or $120 when half the exhaust is used.

In most cases this water does not require pumping. By reason of not requiring pumping, the value is increased by $1500, which, capitalized at 10 per cent equals $15,000, making a total of $25,000 per million gallons. This figure would make the value $600 per set of cards for straight condensing and $300 when half the exhaust is used.

Base Value.

In the discussion of the value for manufacturing purposes, we established a base value of $10,000 per million gallons a day. This same figure might be established for manufacturing concerns which are engaged in competition with others located in manufacturing cities where water is sold at the assumed rates.

Compared with above figure, an unlimited supply of water would not be of any greater value unless it could be supplied more easily than the water purchased as described above. It would be of less value if the physical structures required to convey it to the condensers cost more and if the water had to be pumped.

Application to a Woolen Mill.

1—Based on the difference in cost of running engines condensing and non-condensing.

Proportion of steam condensed	Per million gal. a day	Per kw.	Per hp.	Per set of cards
All	$25,000	.....	$15.00	$600
Half	25,000	.....	7.50	300

2—Compared with cooling towers and cooling ponds:

All	$27,000	$32.50	$24.50	$980
Half	27,000	16.25	12.25	490

3—Compared with sale of water in manufacturing cities:

All	$25,000	.....	$15.00	$600
Half	25,000	.....	30.00	300

Some Tentative Conclusions.

1—Base value of water for condensing per million gallons a day $10,000.

Under especially good conditions this figure may e as high as $25,000.

2—Base value for ordinary colored woolen mills:

Value of process water per set of cards	$300 to $450
Additional value of condensing water per set of cards	$300
Lowest value for both purposes, fairly good water	$600 to $750

3—As these values may easily vary, a figure might be used in valuation work for all water needed per set of woolen cards in a mill driven by its own power plana, of $700.

4—For special advantageous conditions, the figures would be higher as indicated in the text.

5—The value may be determined by subtracting from its maximum theoretical value the capitalized cost of getting the water to and from the place where it is used and in a proper condition for use.

6—The capitalized cost of obtaining water may be much more than what it would be under ordinary fair conditions, but when it is more and there is no alternative, it puts a burden on the plant and adds nothing to its market value. It may even cause the value to be diminished.

Cotton Fibres

An examination of the cotton fibre from a physico-chemical standpoints revails a formation which can be divided into four distinct sections.

An outside membrane or covering consisting of cotton wax, makes up the outside sheath and the oily nature of this constituent is very valuable in lending elasticity to the fibre, making it pliable and under suitable temperatures of spinning, allowing drawing and twisting to be performed more easily. The setting of this wax after spinning, when yarns are left in the yarn cellar, causes the curling effect of the twist to be neutralized and binds better the fibres in the thread. The absence of this oily wax during a dry season causes harsher and less pliable fibres.

The real cellulose layer comes next after the outside sheath and as the constituents of this cellulose consist of carbon, hydrogen, oxygen, and water, which is itself composed of certain proportion of hydrogen and oxygen, is found associated with it. Water is present here in a feeble chemical form as water of hydration to the textent of 7½ per cent and being termed natural moisture is an essential constituent; the formation of this cellulose is an important item in the chemical aspect of dyeing fibres.

The third section of construction consists of a number of spiral hairs which lie between the cellulose layer and the inner tube. The fourth section is the inner core containing among other materials, mineral matter, phosphate, chlorides of pot-

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Where a — appears opposite a name it indicates that the advertisement does not appear in this issue.

TOUGH LUCK!

Two little boys were naughty and the teacher kept them after school, making them write their names 500 times as an added punishment.

On hearing this, one little boy burst into tears.

The teacher asked what was the matter.

"Taint fair," he cried, "his name is Lee and mine is Schnickelfritzer."

ash, soda and magnesia. The structure and composition of cotton fibre is important from the viewpoint of dyeing, depending upon whether the operation is mechanical, chemical or a combination of the two.

The natural lustre of the fibre is occasioned by the reflection of light rays from its surface, and where the surface is crinkled or broken up the rays are dispersed instead of being transmitted in a sheet, and the fibre looks duller. The application of dyestuffs is simply to give a new reflecting surface to the fibres, the dyes absorbing certain light rays which they reflect determine the color of the dye, and the transparency of the fibres being due to the arrangement of the cellulose layers light colors can be materially affected in shade by different arrangement.

The mechanical penetration of dyestuffs is largely dependent upon the physical structure of the fibre, the crystalline dye substances entering into the fibre cells and inner tube. Fully ripe open cells are thus essential for efficiency in this respect. No fibres, however, are perfectly dyed, the solid color seen under the ordinary vision being in reality isolated matter of color scattered along the fibre length, the distances apart of the detachable masses being too small for division by the naked eye.

Different colors used in dyeing may enter either mechanically or chemically, in union with fibres, some mechanically absorbed dyestuffs causing the crystals to fracture the cell walls when yarns are strained, thus causing them to pull weaker than in the grey; other dyes may form a chemical union and feeding the cellulose with which they unite give an added strength to the yarns. Solid structureless or immature fibres resist dyeing by reason of the dried up juices forming a cement gum between the cells, the absence of correct cellulose constituents preventing chemical union and the solid nature of fibre resisting penetration of dye crystals mechanically. These fibres will only take the dye on the surface and this is easily removed by running water.

Textile Mercury.

Cannon Mills Plan Consolidation

Nine textile plants now operated as units in the Cannon chain, with combined outstanding capital stock of $20,899,700, would be merged under plans to be submitted to directors of the nine companies within the next two weeks, it was announced at Concord, N. C.

The proposal will be submitted to stockholders at a meeting in July.

The mills affected by the proposed merger are: Cannon Manufacturing Company of Kannapolis and Concord, Cabarrus Cotton Mills of Kannapolis and Concord, Gibson Manufacturing Company of Concord, Kesler Manufacturing Company of Salisbury, Franklin Cotton Mills of Concord, Patterson Manufacturing Company of China Grove, Barringer Manufacturing Company of Rockwell, Norcott Manufacturing Company of Concord and Hobarton Manufacturing Company of Concord.

These plants have a total equipment of 507,380 spindles and 11,466 looms.

The new corporation would be known as the Cannon Mills Company, and plans to be submitted to the directors and stockholders do not include any change of management or investment of new capital.

It was stated by one of the officials charged directly with perfecting plans for the merger that a number of the directors had been consulted and all of them have given their approval. It is practically certain that the plans will be approved by the directors and stockholders.

Under the plan of organization, the new corporation would issue 1,000,000 shares of no par common stock and $700,000 worth of preferred stock. Present stockholders in the nine concerns affected by the merger would receive stock in the new concern on a pro rata basis.

The Cannon Mills, Inc., of New York City, selling agents for the Cannon Mills at present, would be included in the new concern. The plans do not contemplate any changes in the management of the New York agency.

Economy in operation was given as the chief reason for the proposed merger by one official of the Cannon Manufacturing Company, and it was also pointed out that such a concern would have a more established and larger market for its products.

It is also planned to list the new stock on the New York stock exchange, it was stated, and officials plan now to sell the product of the merged mills direct to stores as well as through selling agencies.

It was stated that the directors probably would be called to meet during the week of June 3 to act on the proposal. Stockholders will have the plan submitted to them a month later, it was added.

The proposed merger would make the Cannon Mills Company the largest textile concern in the South in point of capital represented, since the $20,899,700 capital represented in the nine companies is greater than the capitalization of any single mill in the South.

Merger of the nine companies, it was explained, would eliminate much overhead in the management. Whereas at present it is necessary to maintain nine separate organizations, the merger would place all the work under one organization.

Announcement that no change in the management is contemplated is taken to mean that the present organization, headed by C. A. Cannon, directing head, would have full supervision over the new corporation.

The Cannon Manufacturing Company is the largest manufacturer of towels in the world. In addition to the towels, the new corporation would manufacture tire fabrics, yarns, ginghams, sheeting, tapestry, upholstery materials, curtain materials, pajama cloth and other materials now being produced in the nine plants.

Consumer Is Demanding Quality

Demand for quality is so firmly established as a buying influence that it requires equally careful attention on the part of manufacturers and merchants, Ernest C. Morse, in charge of the New Uses Section of the Cotton-Textile Institute stated.

Mr. Morse was a speaker at the luncheon held in the Hotel Stevens. New York in connection with the annual convention of the International Association of Garment Manufacturers.

"Standards of buying in this country have reached a point where the demand of the consumer is for something not only different but better," said Mr. Morse.

"If possible a commodity must have a distinctive quality which makes it not only useful but also attractive. It is in response to this trend on the part of the public that we find art is being rapidly extended in our industries and great merchandising establishments.

"Art is not necesarily expensive or extravagant. It embodies certain principles of good taste which are as applicable to the common and familiar details as to the rare works of old masters. If a product is made in accordance with good taste it comes that much closer to meeting the demand for a quality commodity."

Mr. Morse also referred to style as a powerful influence in the textile industry which sometimes has surprising effects on things which are primarily ultilitarian.

"Henry Ford has shown one of the effedts of a greater appreciation of style in industry," he said. He has produced a new and distinctive type of car to meet the demand for an automobile which combines both style and utility.

"His organization has gone a step further in applying this principle to the service furnished by his employees. Recommendations have been issued to the 10,000 Ford service stations urging that each attendant have a clean uniform at least once a week. Changes are to be more often if necessary to maintain a standard of personal appearance on the part of his employees. This is wholly voluntary, but I am informed that the suggestion has been so favorably received that it may be completely accepted.

Two Important Companies Unite

The Veeder Manufacturing Company of Hartford, Conn., and the Root Company of Bristol, Conn., merge as Veeder-Root Incorporated.

The Veeder Manufacturing Company of Hartford, Conn., for many years manufacturers of small, high grade counting machines and fine die castings, and The Root Company of Bristol, Conn., well known manufacturers of heavy duty counters, hinges and stampings, have united in a merger to be known as Veeder-Root Incorporated.

These two companies have for many years been competitive in the counter field but the development of each has been along slightly different lines the combination of which ruonds out a very unusual organization especially well adapted to meet every condition and need in the field—a better product — more economically made with a more efficient distribution.

The consolidation was brought about primarily by the desire of both Curtis H. Veeder and David J. Post (sole owners of the Veeder Mfg. Company) to retire from active business when they could leave the management of their company in competent hands.

It is said that this merger brings about a concentration of the best in experience, ability and facilities in the counter industry. These machined parts and accurately made high grade die castings.

In order to secure these items of the quality demanded, each has been forced to develop departments for their manufacture and having an over production capacity have supplied others with stampings, hinges and die castings of unusual quality.

The new combination brings, under one management, the development and production of the most extensive and scientific line of counting instruments known — for use wherever anything is to be counted or recorded, either manufactured, wrapped, packed, conveyed, etc., in practically every industry; for the registration of revolutions or strokes; for movement of any kind, etc.

John T. Chidsey. formerly president of The Root Company, has been made president and general manager of the new company.

Both Mr. Post and Mr. Veeder will remain for a time in the new company in an advisory capacity.

Graham H. Anthony, formerly vice president of the Allen Mfg. Co., of Hartford is to be vice president of the new company in charge of production.

Ralph C. Coxhead, formerly of the Ralph C. Coxhead Corporation, New York, will be vice-president in charge of sales of The Root Company will be the active sales manager of Veeder-Root Incorporated.

$500,000 is Offered for Kitzmiller Mills

The Consolidated Hosiery Mills, which was recently incorporated as a holding company with a capital of $1,100,000, has offered $500,000 for the assets and good will of the F. Y. Kitzmiller Sons Co., Reading hosiery manufacturers.

Darcy, Loughman & Bailey, New York attorneys, submitted the purchase proposal to Charles E. Leippe, receiver for the Kitzmiller interests.

The Kitzmiller company manufactures seamless hosiery under the "Notaseme" brand. Besides its headquarters and plant in Reading, the concern operates plants in Gates City and Big Stone Gap, Va., and in Rogersville, Tenn. The company experienced difficulties in 1924 and since May of that year has been in receivership.

Report of Traffic Manager

(Continued from Page 10)

held last fall on a number of the items at which we were represented, by submitted evidence against proposed increase in ratings on 135 items in which the textile industry is particularly interested.

Expect Cotton Goods to be Unchanged.

"No definite action has yet been taken on these subjects. Further hearings are being held beginning May 8 and we are also at this time entering vigorous protests against proposed increases involving commodities which move to or from the textile mills. Among the more important of these commodities on which carriers are proposing to increase the ratings are bobbins, spols, shuttles, skewers, warp beams, chemically hardened fiber boxes, roving cans, paper cones, coal tar dyes, crank shafts, liquid soap, cotton baling ties, iron and steel articles, pipe fittings, old iron barrels, acetylene gas, wrapping paper, burlap bags, etc.

"The classification docket also includes proposal to increase rating on cotton piece goods from fourth to third class: rating on cotton yarn from fifth to third class. We are hopeful that there will be no increase in the rating on cotton piece goods and possibly not in the rating on yarn.

"In 1926, the railroads proposed a general revision of cotton piece goods rates to all Northern and Western points, the purpose of the revision being to remove violations of the clause of the Interstate Commerce Act which prohibits greater charges for a shorter haul than to more distant points and the carriers were proposed to remove such violations generally by increasing the rates to the more distant points to clear the rates to the intermediate points and at the same time it was stated that the revision would place the rates from Southern mills to the Northern and Western consuming territory on the same basis as rates from competitive New England mills. At that time the revision was held up because of the fact that no definite relationship with the New England mills could established since the rates from New England points were then in process of a general revision.

Eastern Case Report Now Ready.

"That general revision, known as the Eastern class rate case, has now reached the point where the tentative report of the examiner has been submitted. This report proposes substantial increases from New England shipping points. Southern carriers have in mind the revision of the rates from the South to that territory. We shall, of course, continue to do everything possible loking to the proper adjustment of these rates.

"In a decision just rendered by the Interstate Commerce Commission, known as the Kankakee case, it was held that the maintenance of rates on hosiery from Southern points to Kankakee, Ill., and other Northern points lower than the Southbound rates was prejudicial and ordered the carriers to remove such prejudice ,effective on May 30. They further found that the first class rates applying on hosiery from Kankakee, Ill., to Southern points were not unreasonable.

Would Put Northbound Rates on Class Basis.

"This principle, if observed, would apply not only to hosiery but other cotton and knitting factory products, and, in fact, all manufactured products on which Southern carriers now have lower rates to the North than the Southbound rates. Under the decision of the commission the carriers would be required to cancel the commodity rates on hosiery to all Northern points or else establish the same commodity rates southbound as they now maintain northbound and since the commission found the southbound rates not unreasonable, the carriers, of course, desire to avail themselves of all possible revenue by canceling the northbound rates and making them on first class basis, same as now applies southbound.

"However, the Southern carriers do not agree with the reasoning of the commission, but insist that they should be permitted to protect the manufacturing industries in this section by publishing northbound rates, which will enable competition with rates from other manufacturpoints and have succeeded in obtaining a 60-day postponement of the effective date of the commission's order in this case, during which time we are endeavoring to have the commission permit us to intervene and assist the carriers in justifying the maintenance of lower rates northbound than southbound on these commodities. Also the various State commissions are taking an active interest in the principles outlined in this decision and we understand are preparing to likewise protest to the Interstate Commerce Commission against the taking from the carriers the privilege of according Southern industries competitive rates.

"As to the move to reduce cotton rates, more than a year ago, the Co-ops petitioned the Interstate Commerce Commission to reduce rates 20 per cent, they claiming to represent 250,000 cotton growers. Counsel for the co-ops caused to be prepared a number of rather voluminous exhibits to be submitted to the commission. This association is an intervenor in every cotton case now before the commission. We were represented at every hearing and will continue to be. It is our hope that rates on cotton will be ordered reduced by the commission, as we feel that they are too high.

"In the recent decision of the Interstate Commerce Commission in docket 13535, involving all rates to and from the Southwest, the commission approved a lower level of rates from the North and East than from the South to the same destinations, thereby putting the shippers in the Southeast at a disadvantage. Fortunately, the rates on cotton piece goods from the South are not affected, as we actually receive some reductions in our present rates, under the decision. However,

the principl eis a dangerous one and is liable to be followed by the commission in other cases. Southern shippers of other commodities are fighting the principle and we are cooperating in a general way.

Selling Cotton Cloth

(Continued from Page 8)

magazine covering a good many of our lines. We have obtained very excellent results from a moving picture showing the various processes in manufacturing cotton cloth and lend this to customers for use at sales conventions to help them stimulate in their men an interest in the things they sell.

We run daily in one of the trade papers. Our cloths are hard to advertise because nearly all of them lose their identity before they reach the consumer. It is difficult to secure copy for this type of advertising. We tried agency after agency unsuccessfully and finally offered one of them a considerable bonus for each such advertisement but still without success. I undertook to write this advertising myself and after I had written six or seven found that they all sounded alike. Then instead of offering a premium to an advertising agency, I offered one to our own organization so that now anyone who writes a single column ad six inches long that will go across my desk gets $20.00. I was immediately flooded with copy. Some of it was ridiculous, some of it commonplace but some of its was quite good. With a little editing it was exactly what we wanted.

I frankly admit that this advertising does not bring in very many orders but we have derived a great deal of benefit from it, for if one of our salesmen has devoted two or three hours to inventing new sales arguments about a cloth he has come pretty near selling that cloth to himself and when he is thoroughly sold it helps him considerably in convincing his customers. This advertising pleases the mills to whose products it is applied and strange as it may seem I find it sells our goods to our competitors and that they are slow to decry the merits of a cloth they continually see boosted in this way.

I have endeavored to show you particularly the little details to which we devote intensive consideration in an effort to establish this elusive thing we call "preference." Some of it is mechanical but a lot of it is personal. Some men can sell goods and others simply cannot. We have tried to gather around us men of the right sort, men who like their customers, for unless a man likes his customer it is hard for that customer to like the house.

We have tried to teach these men to appreciate the effort the mills put into constructing these goods, to realize the customer's problems and above all to keep everlastingly at it. The work is hard but there is a lot of fun in it and there is a fascination about the textile business which makes men stick to it.

We have tried to set up a sales organization able to sell more goods than our mills can make, for we found that if we can lay on the admisinstrator's desk more orders than it takes to run his mill it gives him a chance to discard and he winds up by taking the business suited to the mill's equipment and does not grab at the undesirable order simply because he wants to keep his mill running.

Many years ago I got a wonderful lesson out of a football game. We had played toward the close of the second half without either side having scored and had the ball some twenty yards from our opponent's goal. It looked as though we could not take it forward another inch. The plays just seemed to hit that line and go to pieces, when all of a sudden a light broke upon me and I realized that the other team were just as nearly done as we were. I called the men back and said to them: "Boys, I am worn out. The backs of my knees are sore. I am so tired I could lie down in this mud and go to sleep and I guess all of you feel the same way, but those fellows over there are just as tired as we are. If we go down in our shoes and get something that is not there and run off five plays just as though we are starting this game and are fresh daisies, we can put this ball over that goal." This is exactly what we did and the fourth play took it over.

You may wonder what this has to do with selling cotton cloth. Well, some years later Detroit was the best town in my territory. I had been there for three days without scratching my order book. My trunk was at the station and I was waiting for the train when I thought of my football game and made up my mind not to quit Detroit without an order. I stayed over, went to work that night and spent two more days seeing every customer I had previously called upon, took out of Detroit the best business I had ever taken and from the very buyers who had told me they had no earthly interest in the things I was selling.

I often think of this and with this story I have persuaded many a youngster to put into his work that final ounce of energy which makes the difference between winning and losing.

Kresge 1927 Cotton Hose Sale Reported $4,000.000

Stores in the chain of the S. S. Kresge Co. are reported to have sold approximately $4,000 worth of women's, men's and children's carded cotton hosiery at 20 cents a pair in 1927. The total is considered the largest volume ever attained by any single department store or group of stores on this type of stocking.

The only figures previously reported in the hosiery industry as surpassing the Kresge volume, as above reported, was that of the J. C. Penny Co. chain, which purchased for a single season last year approximately $4,000,000 worth of all types of hosiery, the greatest part of which were full-fashioned silk and rayon mixtures to retail at $1 a pair. The mixtures, which are manufactured by a Reading mill, are a specialty at the Penny stores.

Cotton Goods

New York.—Cotton goods continued during the week and sales were less than the curtailed production. Slightly easier prices were noted on print cloths and sheetings. In finished lines, demand was less than normal, especially in sheer wash fabrics for summer business. New fall prices on ginghams were 2 cents a yard less than those of the spring season. A fairly good business developed at the lower prices.

There was less business on sheetings, sheets, pillow case, 4-4 bleached good and colored goods than was reported during the previous week. Tire fabric production continued large, but sales were smaller. The market for duck was slightly better due to the heavy curtailment by mills on these goods. Business in towels and bedspreads was slightly more active.

There was some trading in May-June deliveries of two or three of the staple print cloth constructions, at concessions, but generally the gray goods markets remained extremely dull. Wth the inquiry on some days practically nil, this has been one of the quietest weeks experienced in a long while. The print cloth sales included 64x60 at 7⅝ cents; 68x72s at 8⅝ cents, and 60x48s at 6⅝ cents. Nearby 72x76 were quoted in most first hand centers at 10 cents; there had been some reported at 9⅞ cents, second hands; for quick and nearby 80 squares, 11 cents was the last quotation heard. Sales of 38½-inch, 44x40, 8.20 yard reported at 5⅛ cents. For 44-inch, 48x48, 6.40 yard, 7⅛ to one-quarter quoted.

Pressure to increase the curtailment of production in print cloths and sheetings is having a little effect, but it is stated that the lack of demand has resulted in a decrease in the volume of unfilled orders on the books and has again started the stock movement in an upward direction. The increase in stock to date is trifling, but the tendency is said to be in the wrong direction. With duck production curtailed a third the demand does not improve much, and this condition is similar to that noted in fine goods, where the production is very drastic, but the buying movement light.

The movement in sheetings did not include any important quantities while quotations were very much unchanged since the day before. Buyers found they could cover on good makes of 37-inch 4-yard at 8½ c though a number continued to hold for 8¾c. Good makes of 40-inch 2.85-yard were available at 11¼c and up to 11½c asked. A number held 40-inch 3.60 yard at 10c and 40-inch 3.15-yard at 12c. Small sales of 40 squares 6.15-yard were made at 6c; 36-inch 5.50-yard 6⅜c; 40-inch 3.75-yard 9c; 40-inch 4.25-yard 8c. The usual price on 36-inch 5-yard was 7¼c and on 31-inch 5-yard 6⅞c.

Fine goods trading was of unsatisfactory volume, though occasional sales of larger size were negotiated and a fair number of small filling-in lots covered on. The variety of cloths wanted shows converters filling some of their style gaps, the usual preference being to run out of spring fabrics in preparation for fall and next spring offerings. Occasional concessions were made on quotations, the usual experience being one of primary firmness in all quarters. Most mills have stocks sufficient to care for the limited demands which are current.

There were a few small inquiries in the market for tire fabric, the usual report indicating that while fabric mills are very busy the current inquiry and selling are of small proportions.

Curtailment in the Fall River print cloth group of mills this week will reach the highest point since the depression set in. The continued inactive condition of the cloth marwet has resulted in the decision to further curtail and curtailment is expected to reach better than 80 per cent.

Cotton goods prices were as follows:

Print cloths, 28-in., 64x60s..	6⅛
Print cloths, 27-in., 64x60s..	5⅞
Gray goods, 38½-in., 64x60s	8
Gray goods, 39-in., 68x72s....	9
Gray goods, 39-in., 80x80s....	11¼
Dress ginghams	16¾a18½
Brown sheetings, 3-yd.....	12
Brown sh'tgs, 4-yd 56x60s....	10
Brown sheetings, stand.....	13
Tickings, 8-oz.	21½a23
Denims	19
Staple ginghams, 27-in.	10½
Standard prints	9

The Yarn Market

Philadelphia, Pa. — There was no marked change in the yarn situation last week. Sales covered only a limited amount of yarns, with buyers showing a tendency to "shop around" even when seeking very small lots. The stock situation here is reported to be very healthy, only small supplies being available on most counts. It was noted here that one of the features of the situation was the firm attitude of Southern spinners. They have steadily resisted efforts of buyers to take yarns at concessions. In fact, the price list has held remarkably well in the face of the very light demand.

Complaints of lack of business are not limited to spinners. Yarn consumers state that they have very little business on hand and most of them cite this as the reason for their lack of interest in yarn supplies at this time. The limited demand showed that knitters are apparently better off than weaving mills. The insulating trades have been buying fairly well, but competition for this business is said to be exceedingly keen and prices unsatisfactory.

There is little hope here that business is going to show any marked improvement at present. The cotton situation is being watched very carefully and the erratic course of prices has been responsible for further hesitation on the part of yarn buyers.

During the week business was reported completed with underwear, plush, tape and braid manufacturers, while unimpressive orders were distributed among the other branches of the industry. Hand-to-mouth, immediate delivery buying continued to feature the unsatisfactory trading. With demand limited and yarn consumption falling below yarn production, there was reason to believe that surplus stocks had accumulated in the hands of some spinners. This condition, in view of the fact that curtailment has taken place in the South, yet insufficient to offset the much slackened demand for yarn, was marked and led to the opening of easy spots in the market.

future, cotton yarn interests were of the opinion that the seasonal lull would continue on through June.

Sothern Single Skeins.

4-8s	33
10s	33½
14s	34
16s	34½
20s	36
24s	37½
26s	39
30s	40
40s	48

Southern Two-ply Skeins.

4s-8s	33
10s	33½
12s	34
14s	35
16s	35½
20s	36½
24s	39
26s	39½
30s	41
40s	48½
50s	58

Southern Single Warps

4s-8s	34
10s	34½
12s	34½
14s	35
16s	35½
20s	36½
30s	40
40s	49

Southern Two-ply Warps

8s	33½
10s	34
12s	35
14s	35½
16s	36
20s	36½
24s	38½
26s	39
30s	41

Southern Frame Spun Carded Yarn on Cones—Cotton Hosiery Yarns.

8s	32
10s	32½
12s	33
14s	33½
16s	34
18s	34½
20s	35
22s	35½
24s	37
26s	38
30s	40
40s	48

Southern Two-ply Combed Peeler.

8s	44
20s	48
30s	53
36s	54
38s	55
40s	56
50s	62
60s	66
70s	76
80s	87

Carpet and Upholstery Yarns in Skeins.

8s to 9s 3-4 ply tinged tubes	30
8s 3-ply hard white warp twist	31
10s and 12s 3 and 4-ply hard white yarn tubes and skeins	32
Same, warps	33

Southern Two-ply Hard Twist Combed Peeler Weaving Yarns

8-12s	46
20s	48
30s	53
36s	54
38s	56
40s	57
50s	60
60s	66
70s	80
80s	85

Southern Combed Peeler Single Yarn on Cones.

10s	42
12s	42½
14s	43
16s	43½
22s	46
24s	47½
26s	49
28s	50
38s	55
40s	56
50s	62
60s	67
70s	80

Two-ply Mercerized Yarn.

20s	61
26s	63
40s	69
30s	64
50s	76
60s	85
70s	97
80s	1.09
90s	1.52
100s	1.82

Want Department

Foreman Roller Coverer
wants position. 25 years' experience in mill and public shops. Reference on request. Address D. A. W., care Southern Textile Bulletin.

Position Wanted
With power plant, steam engines, turbines or hydro-electric or combination engineer-master mechanic or head electrician with manufacturing plant. Have 25 years' experience; 10 years chief engineer; am up-to-date; A-1 references; have family. Address O. O., care Southern Textile Bulletin.

Position Wanted
I have had 28 years' experience in carding, spinning and machine shop. 10 years as overseer. Would like to hear from any mill in need of a man for either department. Address F. V. A., care Southern Textile Bulletin.

Draper Looms For Sale

140 Narrow Draper looms, 70 right hand and 70 left hand, 30-inch Model E. Bought new in 1920 and have only been run 60 per cent of the time. Belt driven and two harness cam motion. Can be seen at this plant any work day. Priced F.O.B. mill floor but we will gladly assist in loading and shipping. We have replaced these with other looms and will sacrifice for quick sale.

Roanoke Mills Co.
Roanoke Rapids, N. C.

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The fee for joining our employment bureau for three months is $2.00 which will also cover the cost of carrying a small advertisement for two weeks.

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During the three month's membership we send the applicant notices of all vacancies in the position which he desires and carry small advertisements for two weeks.

We do not guarantee to place every man who joins our employment bureau, but we do give them the best service of any employment bureau connected with the Southern Textile Industry.

WANT position as superintendent or as overseer carding and spinning. Well experienced, good manager of help, references. No. 5438.

WANT position as night superintendent or as overseer weaving. Age 40. Married. References, my present employers No. 5439.

WANT position as overseer carding or spinning. Experienced and reliable. Good references. No. 5440.

WANT position as superintendent, or foreman in knitting department in seamless hosiery mill. 18 years experience. Practical fixer of knitting machinery. Will go anywhere. No. 5441.

WANT position as overseer weaving, starting up new looms or reconstructing old. Experienced on C. & K., Stafford Automatic and Draper looms. Can give satisfaction. No. 5442.

WANT position as overseer carding or spinning, or both in small mill. Experienced on various yarns. No. 5443

WANT position as superintendent in small mill or overseer carding in large mill. 20 years experience. References, my present employers. No. 5444.

WANT position as superintendent in large weave mill, white or colored. Experienced and reliable. No. 5445.

WANT position as superintendent, overseer carding or as cotton grader. Experienced and good references. No. 5446.

WANT position as carder or spinner or both, day or night. References. No. 5447.

WANT position as overseer spinning or twisting or both. Experienced on grades of cotton from waste to combed Sea Island yarns white and colored. 8 years experienced on cord tire fabrics. Age 50. Good health. Go anywhere. No. 5448.

WANT position as superintendent. Prefer broad sheeting. No mill too large. References. No. 5449.

WANT position as overseer weaving, plain or fancy, or warp preparation and designing for Dobbies. No. 5450.

WANT position as overseer carding and spinning. Age 45. 22 years experience. Married, and strictly temperate. No. 5451.

WANT position as overseer carding, or as second hand in carding in large mill. Over 20 years experience in card room. Best of references. No. 5452.

WANT position in machine shop. Can repair electric motors. Would accept job running lathe in iron-work plant. No. 5453.

WANT position as overseer cloth room, large or small. 15 years experience. Present employers will vouch for me. No. 5454.

WANT position as master mechanic or machinest. 15 years experience in shop work—water, steam and electric power. Age 36. Good references. No. 5455.

WANT position as superintendent. Qualified for any kind of work. No. 5456.

WANT position as carder, or second hand in a large mill. No. 5457.

WANT position as superintendent or overseer weaving. Experienced and reliable. Good references. No. 5458.

WANT position as overseer carding or spinning or both. Age 37. I. C. S. graduate in complete course in cotton. Seven years with one mill. Married. Good references. No. 5459.

WANT position as overseer sewing or finishing department. No. 5460.

WANT position as roll coverer. Can run shop or act as assistant. Can do anything in roller shop, and can change on short notice. No. 5461.

WANT position as assistant superintenlent or designer, or both. Four years in textile college, and six years practical experience. No. 5462.

WANT position as overseer spinning. Good references. No. 5453.

WANT position as overseer spinning twisting or winding or all three. Age 40. 15 years clean record as overseer. Will go anywhere, if wages are right. References all past and present employers. No. 5464.

WANT position as electrical engineer in large manufacturing plant. 25 years experience with engines, turbines, electrical machinery and distributing systems. Am available in May. Have family. A-1 references. No. 5465.

WANT position as superintendent, or as carder or spinner in large mill. Experienced and well qualified. No. 5466.

WANT position as master mechanic in large mill. Prefer North Carolina. No. 5467.

WANT position as overseer weaving. Have filled every position in weave room, successfully. Experieiced on sheetings, drills, sateens, duck, corduroy, etc. Best references. No. 5468.

WANT position as carder or spinner in large mill or both in smaller mill. Experienced and can give satisfaction. No. 5469.

WANT position as superintendent or as overseer weaving and slashing. Experienced in all kinds of weaving. A hustler for good quality production and good manager of help. Best of references. No. 5470.

WANT position as superintendent or as overseer carding. Reliable, efficient, clean habits, splendid textile education and the best of references. No. 5471.

WANT position as overseer weaving. Age 38. Experienced on plain, jacquard and other fancies. I. C. S. textile course. Know how to get good production at low cost. References. No. 5472.

WANT position as overseer carding or spinning, or both. Fully qualified, experienced. Further information to anyone interested. No. 5473.

WANT position as overseer weaving and designing. Long experience and the best of references. No. 5474.

WANT position as overseer spinning, or spooling, warping, winding and twisting. Also overhaul spinning room machinery. No. 5475.

WANT position as overseer spinning or as second hand in large mill if pay is right. No. 5476.

WANT position as overseer plain or fancy weaving. I. C. S. graduate of fancy weaving. 4 years as overseer. Married. Age 35. Go anywhere in Southern States. Best references. No. 5477.

WANT position as overseer weaving or as carding or spinning. Want a position with a future. Can handle any department. No. 5478.

WANT position as overseer spinning, or as spooling, warping and winding. 15 years overseer. Temperate and good manager of help. A hustler for quality and quantity. Would consider position as second hand in large mill. No. 5479.

WANT position as overseer weaving; age 45; 28 years experience in weave room; 15 years as overseer; now employed. No. 5480.

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Scott, Henry L. & Co.

HOME SECTION
SOUTHERN
TEXTILE BULLETIN

Edited by "Becky Ann" (Mrs. Ethel Thomas)

CHARLOTTE, N. C., MAY 31, 1928.

News of the Mill Villages

HUNTSVILLE, ALA.

Merrimack Manufacturing Co.

We are sorry to report a few cases of flu. Among the sick are Harrison Hall and Hard Hill.

Mr. J. J. Bradley chartered a train for our annual picnic, and carried about 1,500 people to Three Forks, on Flint River, Thursday; he treated us to ice cream, and gave out lots of toys. We had a great time.

We welcome Noble Graham home from the University.

School was out last Friday. Rev. J. J. Milford preached the commencement sermon Sunday. Tuesday was promotion day, and Wednesday was Senior's night. Lillian Coope, Lucile McGee, William Childress, Leotra Esslinger, Evans Williams, Olen Marks, Hazel Vaughn, Johnnie May Hammer, Ruth Frost and Pauline Manning, Carl Pogue and Geneva Bates were seniors.

Mr. Ward Thoron, our treasurer from Boston, presented each with a graduating certificate, gave a splendid talk, and made 35 students happy by giving them prizes for good school work. The capital prize was $250 and was won by Wliliam Gibbs for highest scores in ninth grade.

A three-weeks singing school has just closed at the Christian church, and a protracted meeting will start Sunday.

Mr. Ward Thoron leaves us tonight for his home in Boston, and we shall miss him.

LEARNING MORE.

HIGH POINT, N. C.

Pickett Cotton Mills.

The health of our village is very good at present, with the exception of a few sick ones.

A son, Willie Laster, was born to Mr. and Mrs. Marvin Haynes, May 22, weighing nine pounds.

Fire destroyed two houses near our village, belonging to Mr. C. L. Lawson and Mr. Cleve Milton; the loss was very great but mostly covered by insurance.

The hosiery yarn department of our mill was on short time last week but is on full time this week.

Mr. Willie Greenwood spent the past week-end with relatives in Greensboro.

Quite a lot of our people attended the revival at the West End Baptist church last week.

"Aunt Becky" I will try not to wait so long next time, to write.

ELLA GREENWOOD.

AUGUSTA, GA.

Augusta Factory

Well Aunt Becky:

Here I am, but haven't much news. The wheels are still turning; men are still busy working on the humidifier pump, which will be ready for service in a few days.

There were several from our mill attended the Christ church picnic Friday, and reported a nice time.

A friend and myself motored to Forest City, N. C., Friday, to visit my parents, and returned Sunday; we sure did enjoy the trip.

VIVIAN.

SPARTANBURG, S. C.

Saxon Mill Band To Give Concerts.

City Council Wednesday accepted the bid of S. J. Bishop, director of the Saxon W. O. W. Band, to play the summer concerts at Cleveland Park at $15 an appearance.

One concert a week will be given until the summer season opens and the park is frequently visited by many. Then two concerts a week are planned, one of popular music one a week-day evening and a second of classical numbers Sunday afternoon.

This is a decided triumph for Saxon Mill Band, which has an enviable reputation for excellent music.

CALHOUN FALLS, S. C.

High School Commencement Exercises.

The Junior class of the C. F. High School was hostess, Friday night, May 18 at the Mill Community House, to the Senior class. The features of the evening were games and a "Floral Love Story" contest, won by Miss Lucile Tucker and Mr. Ralph Fagan, two of the Seniors. Music and proms were enjoyed by all. After which punch, delicious cream and cake were served.

The Dramatic Club of Calhoun Falls High School presented "Welcome to The Old Town" a comedy in three acts at the school auditorium, Friday evening, May 25, at 8:15 p. m.

Other commencement events were Saturday, May 26, 8:00 p. m.: Continuation school program. Sunday, May 27 11:00 a. m.: Baccalaureate sermon by Dr. T. L. Justice, pastor First Methodist church, Greer, S. C.

Monday afternoon, May 28, and Tuesday afternoon, May 29: Exhibits by the entire school.

Tuesday, May 29, 8:00 p. m.: Inter-Society Debate.

Wednesday, May 30, 9:00 a. m.: Final chapel exercises and the presentation of certificates to the seventh grade graduates.

Wednesday, May 30, 8:00 p. m.: Final graduation exercises of the high school, and an address by Dr. J. L. Mann, superintendent Greenville City School. Presentation of diplomas and medals.

There is no sickness at the present writing. Every one seems happy and content.

Mr. Spencer Eubanks motored to Elberton Friday afternoon, May 25. Ralph Fagan accompanied him there to have a tooth pulled.

Mr. W. L. Storey and Mr. E. M. Lander went to Anderson Thursday on business.

Becky Ann's Own Page

CARD PARTIES

Now don't jump to conclusions too quickly. No this is not an editorial condemning card parties, neither is it praising them—but just to remind our readers of the two kinds of parties, (still speaking of "card" parties).

Party No. 1. You read in the society column of the newspapers where Mrs. So and So entertained at a card party and how the room was beautifully decorated and how the tall lighted candles cast a lovely glow over the room, and who won the first prize by making highest score. Here its called "bridge."

And you read where, after the game, a four course luncheon is served and who served the punch too, and its been whispered that some of that punch has been spiked with something besides pineapple flavoring. But anyway, the above is somethings of the society column card party.

Party No. 2. Now let's see about the police court card party. All it needs to sound high toned is just to have a society editor write it up something like this:

Bill and John and Joe and George met out in the suburbs of town last Saturday evening and enjoyed a card party. They first enjoyed several hands of set-back, Bill getting the first deal. Bill and John were partners and thought they had the game sewed up till George caught Bill's jack with the ace of Spades.

As nightfall approached they lighted a flambo, (this is made by twisting a handerkerchief and putting it in a coca-cola bottle filled with kerosene, and the light from it cast its rays on the beautiful green bushes which sourrounded them. At this time they changed from set-back to stud poker. Joe won the lovely pot of fourteen dollars because he had an ace in the hole that the others didn't know how it got there.

After the game a can of delicious tomatoes were served with Uneeda biscuits. George presided over the demijohn and John passed around the chasers. Just then the law rushed in and they got their names entered on the police blotter.

Moral: If you want to play cards and win prizes for keeps and get the best kind to drink and get "writ up" on the society page play your cards in the parlor.—Editorial in Textile Tribune.

The above is a good and timely editorial.

Once we passed the home of a prominent family, where "high society" — many of them leading church members, — were on the front porch participating in a game of bridge; cut glass and silk stockings were the "prizes."

At the same time, on the street in front of this house and in plain view, convicts were hard at work; some of them were very young white men, who had been caught playing cards for 25-cent stakes.

We have never been able to see any difference in principle, of the two games, and so long as parents indulge in such things, just so long will there be young men on the road to rum down Gamblers' Lane.

Somehow, cards and strong drink are closely allied, and more often than not, go hand in hand. Any young who is hoping to become successful in business, is a failure to begin with if he tampers with cards. It's something that gets in the blood and spells ruin every time.

A SERIOUS PROBLEM

"Norma" has certainly given our readers something to think about in her threat to leave her home and parents, in order to have the freedom she naturally craves,—a freedom which her parents just as naturally fear and object to.

Norma is not quite 18 yet; should she leave home? What may happen if she does? "Ted" is a typical modern youth judging from his letter. Is he, or is he not, a good friend for Norma?

Let's hear from our readers. Norma is seeking sympathetic help in solving her problems. Perhaps some girl who has had just such problems to solve, can say something helpful.—Aunt Becky.

THE HEART OF A GIRL

Dear Aunt Becky.

I am nearly 18, a graduate from High School, and, for the past year, have been working in a cotton mill. I weave, and make good wages. My parents let me have half I make, and insist that I bank it, so, that "when I marry." I won't be penniless to start with. But, they are so strict on me I guess I'll be an old maid. I have $250.00 in the bank.

I have never been out with a boy except in a crowd,—or with my brother tagging along. I can have company at home—but Dad and Mother sit in the next room, call bedtime at 10 o'clock, and mean it.

Here is a letter I have just received from a young man of 22, and I like him a lot, though I haven't known him long. He is from another city, and is vacationing in our town. He seems really nice, is truly handsome and very fascinating:

"Dear Little Girl—

What in the dickens is the matter with your folks? The very idea of calling bedtime on a fellow at 10 o'clock, when it was nine before I could get there! I never was so humiliated.

Believe me, Kid, I'm sorry for you if that's all the confidence they have in you. Aren't you old enough to do as you please? Why don't you declare your independence?

I am crazy to take you to the dance at the skating rink Saturday night, in my new car; but I'll bet a bag of doughnut holes you'll not be allowed to go. Kid, it's no silly joke,—I could love you like blazes if I had half a chance! Will you give me a chance? If you are game, write to me.

TED.

I haven't answered his letter, but I told mother I had received one, and how Ted felt about being run off so early,—that I, too, felt the same way about it, and, she almost threw a fit. Said that Ted was no gentleman, not welcome to call again, and of other things that she shouldn't. I've never been to a dance at the skating rink, and mother says I never shall go. Well, we'll see about that!

When I get 18, I expect to leave home and find work where there is a hotel for girls,—and where I can have some freedom. Am sure that I can take care of myself and my good name. What do the readers of HOME ESCTION think?

I don't want to make a mistake, but do want to have a little freedom and some innocent fun. Am just a normal girl, who wishes to live her own life, and I'm determined to do it.

If I do leave home, will write a weekly letter of my experiences, for the HOME SECTION—if you care for such letters. My troubles seem more important to me than "News."

NORMA.

A SQUARE MEAL IN EVERY SQUARE FOOT OF SOIL

Robert Quillian, great writer of Fountain Inn, S. C., gives some very interesting facts concerning garden and truck crops, and shows how anyone with a few feet of space on his lot, can cut down expenses. It is not too late to plant a garden, so if you haven't already done so, GET BUSY and save on your grocery bills.

"Very little land and very little labor are required to produce one family's food. A man with three

acres could work 30 days and produce more food than his family could eat in a year.

"More than half of America's population is now urban, but much more than half of it still has available a spot of earth that might be utilized as a garden.

"In one Northern city a hotel man has a chicken pen and garden on the roof. The soil was carried to the roof in sacks and now grows vegetables.

"One of my neighbors has a lot 50 by 90 feet and his house occupies the center of it. Yet he grows a great number of flower plants for sale and provides his table with "garden truck." One spot eight by four feet grows all the lettuce and spinach the family can use.

"Nature doesn't permit soil to loaf. If it isn't growing something useful, it is growing weeds. To own soil, and not make it work for you, is like keeping idle money in a crock.

"No lot is too small for a garden. An ordinary city lot will produce enough fruit, vegetables and berries to supply an ordinary family. To leave one square foot of soil idle is simply to throw away one square meal.

"And it isn't fair to say your soil is no good. Peat and fertilizer will make any soil good.

"People think the tropics produce more abundantly than other sections because of the heat, but that isn't the secret. It is a matter of moisture. The districts where vegetation is most luxuriant are districts where rainfall is heavy.

"A flower pot full of earth will support a tomato plant—if you'll water it."

WHAT ONE MAN HAS ACCOMPLISHED ON A SMALL MILL LOT.

Sometime ago while discussing with a party the possibilities in his nice-size-and neglected premises, we tried to enumerate the things we had seen growing and thriving on the much smaller lot of Mr. and Mrs. John S. Lockman, at Lockhart, S. C.

Mr. Lockman does all the work himself before breakfast each morning and occasionally in the afternoons, after his work in the mill is stopped.

It is hard to realize what can be accomplished on a small spot well fertilized and well worked, and Mr. Lockman should be an inspiration to every gardener and farmer—and IS, to all who have seen his work and the results of it.

Why plant 10 acres, when five will yield more if given the right attention and plant food? Or two acres, when one acre will yield more under proper conditions?

Several times we have used Mr. Lockman's accomplishments to illustrate a plea for better home surroundings, and some we have talked to looked so skeptical, that we appealed to Mr. Lockman to lay aside false modesty, and tell us without reserve, "all about it."

Like the good friend he is he has written the following letter for HOME SECTION.—Aunt Becky.

Lockhart, S. C.,
May 24, 1928.

Mrs. Ethel Thomas,
Charlotte, N. C.
Dear Aunt Becky:

You know the old saying that a woman can get a man into all kinds of trouble, so I guess I am in for it now. You have asked me to do something that a wise old fellow told me never to do. That is, never tell anything that sounds like a lie even though it be the truth. For, said he, no one will believe it. Now, I am writing you at your request, and if you can use this letter in your paper without it seeming that I am bragging on myself, go to it.

I have been here at Lockhart almost ten years; have been living where I now five years. When I moved into this house it was surrounded by trees, with a big gully running through the yard and underneath the house. All the water that fell above the house when it rained ran under the floor. I first cleared up the trees by cutting them down, filled up the gully by hauling dirt, built a rock wall above the house, cut a ditch above the house, and stopped the water from going through the yard.

I now have a nice rose garden of 30 different kinds of roses; a chrysanthemum garden of 200 plants, all colors; a nice row 25 dahlias; some fine sweet peas that are now in bloom. When I gather my onions in about three weeks I will have some two or three bushels. Have about 50 tomato plants; a nice radish bed; nice patch of Gold Nugget pedigreed everbearing raspberry, and half dozen or more Quicksale pedigreed everbearing blackberry. Four different kinds of nursery grape vines loaded down with fruit. Two white and one red scuppernong vines; two kinds figs; nursery plum; everbearing mulberry tree; two kinds peach trees; four stands of bees from which I take from 50 to 80 pounds of honey from each stand; black walnut tree which bears about 10 bushels walnuts every other year.

Have hyacinth, narcissis, tulips, garden pinks, carnations, peonies—white, pink and red; pansies, petunias, butter cups, and a dozen different kinds of geraniums. Ferns, gladiolas, violets—blue and white; strawberries, snow ball bush, cape jesamine, California poppies, flox, different colors; sweet william, larkspur, calamus root, sage, August lillies, two other kinds of lillies, China asters, hydranges, and some dozen other kinds of flowers I can't name offhand.

My lot is 400 by 120, and has a nine-room house on it; it belongs to the company.

Besides the things I have named I also raise thoroughbred Ferris White Leghorn chickens; have 38 laying hens, 120 frying size chicks, three Leghorn roosters, incubators and brooders; also raise full pit bull terriers. Have two full Jersey cows in the pasture.

Last but by no means least, I raise a few children; have three girls finishing college this coming June; have one boy in The Citadel, at Charleston, S. C.; have one boy in High at Clinton, S. C.; have two girls in High at Lockhart, S. C.; two girls in grammar school at Lockhart, S. C. I also have one real good looking wife.

I have a real man's job, and so far as I know I am getting along with it about as well as the average overseer of spinning; I do not neglect it to look after these other things. They are my hobby when I am at home.

I attend Sunday school and preaching each Sunday, prayer meeting each Wednesday; am chairman of the board of stewards; teach night school two nights each week for five months during the year; dabble in politics a little; write occasionally for newspapers; try to read my Bible and pray some most every day.

I had better not mention anything else or some one will begin to say I am "a great big"—you know what! Aunt Becky, you will have to stand to me on this now and you can fix it up to suit yourself.

We are getting alone all O. K. in the mill; I have 27 new spinning frames running that I put in this year, with my own men, and I don't see how they could have run any better if they had been put in by imported men.

Best of wishes for the Bulletin and the HOME SECTION, "Aunt Becky's" sheet.

JOHN S. LOCKMAN.

TIT FOR TAT.

A husband found some holes in his socks and said, "Wifie, dear, why haven't you mended these?"

"Hubby, darling, did you buy me that coat you promised?"

"N-no."

"Well, if you don't give a wrap, I don't give a darn."

HE REASONED IT OUT.

Willie—"Daddy, are flies flies because they fly?"

Father—"I suppose so."

Willie—"Are fleas fleas because they flee?"

Father—"Sure, what of it?"

Willie—"I told teacher bees are bees because they be."

TO THE SEA

Ceaseless, searching, restless, calm,
Holding in your one great palm,
All the lives in this great land,
If you did but open your hand
In would rush the waters wild,
Drowning every man and child.
So leaping, laughing, always stay
As now you've lying free and gay.

Think not now of dark marauders
Flying o'er your troubled waters,
Think not now of pirate's plunder,
And the storm's wild race and and thunder,
But think you now of sunny hours,
On the white beach castles, towers,
Built by childish hands at play
And soon by wavelets washed away.

In the sunlight, tossing, tumbling, sighing, murmuring, gently rumbling,
All the waters, bright and free,
As I would you'd ever be.
Think of these things now I pray,
As you toss and roll away,
And as I sit upon the shore,
Toss me sea-shells by the score.

Edith Gresham,
Ware Shoals, S. C.

Age 13.

MANY TEXTILE CONTRACTS LET.

Charlotte, May 28.—The letting of contracts for a large amount of construction work among textile mills of the two Carolinas and Georgia was announced by the Charlotte office of Lockwood, Greene & Co.

Two Charlotte firms were awarded contracts for the Westcott Hosiery Mills of Dalton, Ga., the Grinnell Company and the Otis Elevator Company.

The contract for the heating system at the Bossong Hosiery Mills of Asheboro was let to W. R. Branson, of Charlotte, while the Harrison-Wright Company, also of Charlotte, will do complete light and partial power wiring.

Paw Creek Job.

Four Charlotte companies were awarded contracts on the job for Kendall Mills, Inc., Thrift Division, at Paw Creek. These are: The McClelland Company, installation of sewerage system; the Harrison-Wright Company, erection of 86 bath rooms; J. F. Threatt, roughing in and setting of bath room fixtures in 86 bath rooms; Hajoca Corporation, furnishing fixtures and roughing in material for 86 bath rooms.

Harrison-Wright Company also has the contract for erection of 27 bath rooms at the Oakland Cotton Mills in Newberry, S. C. Fixtures and roughing in material for these bath rooms will be furnished by the Hajoca Corporation of Charlotte and the work of roughing in and setting of fixtures in these rooms will be done by A. F. Bush, of Newberry, S. C.

Contract for an electric freight elevator for the Hart Cotton Mills of Tarboro has been let by Lockwood, Greene & Co. to the Weekley Elevator Company, of Atlanta, Ga., it was announced.

NINETY-SIX, S. C.

I've courted girls in the country
As fair as they could be
But at last it was a cotton mill girl
Who stole my heart from me.

I've flirted with maybe, a hundred girls,
But none could my fancy hold;
Till down in the cotton mill I found
A girl with a heart of gold.

My parents at first objected,
And said, "This will never do!"
But I told them I'd never give her up,
And now, THEY LOVE HER, TOO!

Aunt Becky: I truly enjoy reading your Home Section, especially the story. We would like for you to visit us. Our mill runs full time, day and night. I am a weaver.

The health of our community is good ,since the measles swept over. School is out and the "kids" are happy. I've read your book, "The Better Way," and hope to read others of yours. This is my first visit. May I come again?

JUST SLIM.

(You are welcome anytime.—Aunt Becky.)

FORSYTH, GA.

The Ensign Corporation

Dear Aunt Becky:

I appreciate very much to get a space in your wonderful little paper to tell the world about our little village.

Wife of Our Superintendent Dies Following Operation.

Mrs. Jim Will Stewart died Friday, May 18th, at a Macon hospital. She was about forty years of age and had been in feeble health for several months. She was popular and well beloved and left many friends to mourn her death. We all feel so sorry for poor Jim as we have learned to love him as a brother. Just before his good wife passed away, she asked one of her nurses to tell her dear husband to come to her bed-side, and she took him by the hand and smiled up in his face and said, "Jim I am not afraid to die; I am going to a land where there is no sorrow, and Jim I want you to be a good boy." Mrs. Stewart is survived by her husband; her father, Mr. Will Hobbs; three children by a former marriage, three sisters and two brothers, Mrs. Ida Smith, Mrs. Ida Smith, Mrs. W. R. Stewart, Mrs. James Stewart, and Messrs. George and John Hobbs. The funeral service was conducted at the Forsyth Baptist church Sunday afternoon, May 20th, by Rev. L. B. Harvey, who has been her pastor for the past seventeen years; interment was in the city cemetery.

Mrs. John Cranford died Monday, May 20th, leaving her husband and two small children.

Mrs. Ola Capes' father, Mr. E. R. Rogers, died Tuesday, May 22nd; he was 83 years of age. Mr. Rogers was a confederate veteran and held in high regard by a wide circle of friends on account of his sunny disposition and exemplary Christian life.

Mrs. and Mr. W. T. Hunt are visiting their mother, Mrs. C. J. Jones in LaGrange, Ga., this week-end.

We are sorry to report Mrs. Joe Monn on the sick list.

We are glad to learn that Mr. W. A. Hunt, our overseer of carding is able to sit up; we trust it will not be long before we can see him on the job again.

The base ball team and the overseers and second hands had a fish fry, out on Rum creek; Mr. A. J. Ard, overseer of spinning, states that he ate so much fish that he won't need any more until after the 4th of July.

We are sorry to learn that Mrs. Daisey Mitchell has been sick for the past two weeks; we wish her a speedy recover.

Mrs. Albert Murner's father, "Grandpa Hill," is visiting his daughter this week.

Our base ball team lost to Griffin last Saturday at Griffin by the score of 14 to 3. We hope to get even next Saturday when they come here to play us.

PEGGY.

KERSHAW, S. C.

Kershaw Cotton Mills.

Mr. R. H. Turner, overseer of weaving, and family, visited Cliff side, N. C., Spartanburg and Woodruff, S. C., last week-end, and had a nice trip.

Mr. Walter Rollins had a narrow escape Tuesday, when he fell into a drive pulley on a saw-mill engine, and it threw him into a lumber pile breaking both arms; one three times and the other once; a bad gash was cut on his under lip; he was carried to the Monroe Hospital and is doing as well as could be expected.

The ball club went to Camden Saturday to play the Wateree club but was rained out. and did not get to play.

Mr. Jacky Faile of Hartsville, was a visitor here, Wednesday afternoon.

Mr. E. L. Skipper, manager of Fort Mill Manufacturing Company. was visiting here Friday.

A READER.

Truth Crushed To Earth

By

MRS. ETHEL THOMAS

(Continued from Last Week)

"The integrity of the upright shall guide them: but the perverseness of transgressors shall destroy them.

"The righteous is delivered out of trouble, and the wicked cometh in his stead."

"An hypocrite with his mouth destroyeth his neighbor. but through knowledge shall the just be delivered.

"When it goeth well with the righteous the city rejoiceth; and when the wicked perish, there is shouting." Then softly and tenderly:

"Woman! Oh, woman! how wonderful that God so loved the world that he gave his only begotten son, that whosoever believeth on him, should not perish, but have everlasting life!" Then with face aglow and eyes lifted, he prayed: "Father, help us all!—oh, help us all to love the sinner and hate the sin!"

"Help this poor blind sinner to see her awful condition without Thee. Show her, oh God, whatsoever thou hast cleansed is indeed clean. That sons and daughters adopted into thy family are protected and shielded by heavenly decree, and that truth eternal, shall prevail."

There was a stifled sob, the closing of a door, the click of a key turning, and John and Virginia were left alone in the shabby room, with its odor of cigars and whiskey fumes. John turned to Virginia, and kneeling by her side, gathered her in his arms.

"Precious little girlie,—don't you worry over anything she said,—for it isn't true. God gave you to me, and wicked imaginations of the devil's agents shall not take you away from me; so there," kissing her.

But into Virginia's aching heart the arrow of doubt had been lodged, and rankled there. A conviction that she was not worthy to become John's wife,—that as his wife she would be his ruin,—was too deep to be brushed away by his fond kisses and loving assurances. But how to get away from him,—how to save him,—was a problem she must solve. How could she leave him! And yet, would it not be sweet to suffer for his sake?"

CHAPTER XXI

John and Virginia were waiting for a car, when she voiced a desire to walk home. It seemed to Virginia that she could never bear the glare of the street car lights, nor run the risk of meeting some one who knew her and John. With all her soul she longed to be alone with him under the stars, away from the hustle and noise of the city.

"Let's walk home, John dear,—down the river bank. It is such a lovely night—and—and we can be together

Nobodys Business

By Gee McGee.

MY FIRST LOVE

The hardest fall I ever had in my life was the first time I fell in love. It almost ruint me. That girl! Those rosy cheeks!! Those eyes of blue!!! And them feet and them ankles. (That's all I could see of her at the southern end). That walk! And those curly lips! And them hands: she had 2 of 'em! How I yearned to hold them betwixt mine. And that red hair: I never wanted to pat anything so bad in my life as I wanted to pat that beautiful hair.

I met her one night at a singing. She was playing the first organ I ever saw and from the way she played it, I think it was the first organ she ever saw. She didn't pay much attention to me at first, but after I said one or two smart things, I got her attention. But I was so bashful I wouldn't look right at her. I asked her if she wanted to chew my sweet gum awhile and she said: "No, I'm a-chawing Jim's right this minute." (Everybody couldn't have chewing gum of their own in them days; it took time and patience to pick it and get it "started"). I never had no more use for Jim after that.

She looked around one corner of the organ just after we had sung—"Throw Out the Life Line" and gave me a sort of smile that made my whole diaphram tingle. I knew right then that I had fallen in love. (I think she smiled at me—some of the boys said afterward that she was laughing at my neck tie). We sung on and on, but finally wound up with—"Shall We Meet Again," and the time came for me to ask her if I might see her home, but Jim went on home with her without asking.

I knew I was in love from the following symptoms: I thought of "her" all the time, my mouth stayed dry from sun-up till sundown, my heart burnt constantly, my stummick ached further up than it had ever ached, I dreamed about her, I tried to draw her picture in the sand, every time I'd go within 500 yards of her house my breath would get short, my skin would turn red, and my knees would tremble. Gosh, I was in a fix.

I met Jim one morning, and he said: "Hello, Gee: how you coming?" and I said: "Aw, you-gotohell, and stay there" and he hit me, and said what was I mad at him about, and I said: "Aw, you know," and he said he didn't, and then I took hope that mebbe he wasn't in love with my girl, and we made up and I gave him a piece of my orange peeling. (Hustlers always carried orange peelings around with them).

About the time I thought I would die if I didn't get to stay with my sweetheart all the time, she up and ran off with a fruit tree peddler, and it took me 5 years to get over that terrible misfortune. Falling in love is a dangerous undertaking unless you land in a soft place.

—longer, if we walk." John bent low to catch the words, and answered:

"But darling, it's mighty cold, and you are tired; the walk would be too much for you; besides—we are going to 'be together' so long as we both shall live."

John felt the quick quiver of the slender figure, heard the suppressed sigh, knew that she caught and held her breath and sought for self control. The she answered:

"The—the walk will—do me good." I need it,—before I face the—others." Without a word, John turned, and when in a few moments they had reached the beautiful river walk, lined with tall dense evergreens, John's troubled thoughts found expression:

"Virgie, I am so sorry I did not reach there in time to save you such humiliation; was called to see a poor man who is ill, and then missed my car."

"Perhaps it's all for the best. I felt too secure, and too highly elated over my good fortune. God wants me to remember, and keep humble—and,—I was about to forget. Oh, John,—it would kill me should I bring reproach upon you, and your work as a minister!" John put one arm about her.

"Virgie, such a supposition is absurd. You could never be anything but a help to me; you have been that—and an inspiration since I first looked into your frightened blue eyes,—and felt so mysteriously drawn to you. And dear. I want to tell you very bluntly, that it is base ingratitude to remember anything that God wipes from the slate and forgets.

Repentence means 'turning away from,' and forgetting sin and the taking up of life's duties as they come, trusting in the Lord, and pressing on to the higher and better things. I shall be a better man,—a better servant of God because of you,—my other self—His gift to me, wherein my life might be complete.

It is the fulfillment of that which God saw when He created Man and Woman, 'a power that is as strong as the law of gravitation, as resistless as the coming of the tide, as necessary as the turning of the earth upon its axis. It is the perfection of harmony in which is enfolded all the harmonies of the universe,—that law of love, that is its own explanation and that rules all infinity.' Virgie, how can you doubt for a moment? My love for you is a sacred thing, and gives me a greater conception of Christ's love for the church. The only reason we believe in God is because we find love on earth; those who know nothing of human love can have no comprehensive knowledge of the divine love of God. Virgie, darling, look up and smile. If God be for us, who can be against us?"

From the fullness of his heart John poured out his soul to Virginia, who listened hungrily, treasuring every word as a priceless pearl, and storing them in the secret chambers of her heart with other sacred memories — John's first kiss, which rent the veil of mysteries, and his betrothal kiss, which had been a holy thing, like a benediction.

"Oh John! your goodness, your love makes me so

humble—and so glad. Your tenderness, your sweet assurances soothe my troubled spirit, till I feel in your arms like a tired child on it's mother's breast. I cannot think—I can only rest, and thus gain strength for whatever may come of joy or sorrow. John, dear, since I came to you—and since I gave my heart to God, my life has been full and completely happy. I love the little brown church—I love Mother Ergle, and oh, most of all you, dear,—and your work. I fust feel sure in my own mind that to link my life with yours will not hurt your influence—"

"Virgie!"

"Wait, John,—and I want your promise that you will let me fight this out alone—that you won't try to influence my decision. I shall have your welfare at heart—thinking only of you and what is best for the glory of God."

"You little goosie! You are just a bundle of nerves tonight. I won't promise you anything. You're asking me to let you go alone into deep water, while I stand on the bank high and dry, offering no helping hand! Can't do it, Honey!" patting her hand lovingly.

They had just turned into the main street, leading from the depot. About thrty soldiers, led by a tall, handsome broad-shouldered lieutenant, were marking up the side walk double file, going toward town. At the street crossing, bright as day at noon-time, the soldiers paused against a tall building till the traffic cop should signal.

A tired cotton mill girl, very plainly dressed, was making her way across, and when near the lieutenant, gasped in dismay, as some of her underwear dropped around her feet, causing her to stumble as she tried to kick herself free; there were coarse laughs from men, the giggle of a girl, then a flash of khaki. The lieutenant picked her up with one arm, crying out to the amused crowd:

"For shame men!" Quickly he placed her behind the line of soldiers, against the building gave a quick order and every man of them turned his back to her standing closely in their great overcoats, forming a solid wall screening her from the public.

"It's all right, lady; you are as safe from prying eyes as if in your own dressing room. Take your time!" called the lieutenant.

"I have never seen a more chivalrous act!" declared John, as the crowd, rebuked. marched on, sober faced and thoughtful. "I wonder if we can cross to that side before the signal is given? Let's run!"

It was only a second or two before John was wringing the soldier's hand, his soul on fire with admiration:

"Oh, man, that was a beautiful thing you did! God bless and keep you—you are a man! You are all men!"

"Oh, that? There was nothing else to do. Any of these boys would have done the same," smiled the soldier. Then added: "Will the little lady please glance back and see if all's well?" and he raised his arm a bit. Virginia glanced back and said:

"She's just going out at the out end of the line, sir. Let me thank you for her, please!"

"My reward is great!" he smiled, his blue eyes full of

If a city wants to kill business for a day, just let it arrange to have a "dare devil" or a carnival, or any other out-door attraction, come and do their stuff for the entertainment of the public. All of this "stunt stuff" is worth about as much to a merchant as a pair of crutches is to a tumble-bug. Yet, we fall all over ourselves "falling" for 'em. If you don't believe this, ask your merchant, he knows.

Every time I've pulled 'em off so far this spring, it seems that old man weather was peeping thru the window at me, and down went the temperature. I've pulled 'em off and just about wore 'em out at the places where I ketch 'em to pulled 'em on.

MAIDEN, N. C.

Union Mills

Dear Aunt Becky:

The HOME SECTION is a great pleasure to every member of my family; we enjoy every line.

Our mill is now on full time, day and night, we are glad to state, and we think this a very ideal place, with a nice mill and fine people.

J. W. Holt is superintendent; J. B. Holt, overseer day carding, and F. J. Guns at night; George Rogers, overseer day spinning, and George Stalling at night.

J. W. Holt has the sympathy of the entire community in the loss of his good wife. Mrs. Laura Campbell Holt; she was loved by many, and will be greatly missed in our village.

We have a fine ball team and are proud to have won two games out of three. We were beaten Saturday by Brookford, 4 to 3. I am no writer, but will give one loud "Hurrah" for Bessemer.

SLIPPING.

LANDIS, N. C.

Mill Community News.

Our baseball boys defeated Rowan Mill boys in a game last Saturday. The score was 6 to 7 in favor of our team.

Mr. Dod Ramseur announces the birth of a son, born last Saturday.

Mr. and Mrs. N. C. Ervin visited Mr. Milas Clodfelter last Friday night. Mr. Clodfelter lives near Mooresville, N. C.

Mr. and Mrs. Everette Hager announce the birth of a daughter.

Miss Margret Correll and Mr. Leonard James were married last Saturday in South Carolina. Miss Correll has lived in this city for a number of years. We all wish her a happy married life.

Miss Mary Davidson enjoyed herself greatly last Friday for Mr. and Mrs. Andrew Parker from Alabama came to see her.

Our mills have been running full time, but part of the Corriher Mill is going on short time. We hope it will soon start again.

Aunt Becky, our Sunday school is growing very rapidly and hope it will continue to do so.

Miss Francis Armstrong has been visiting her cousin, Mrs. Spencer, for the last week. She is from Belmont.

Aunt Becky, I wish the paper was printed twice a week because the story is getting so interesting.

TINY.

MANCHETER, GA.

Manchester Cotton Mills.

Dear Aunt Becky:

I have not seen anything in your paper lately about our town, but we have the best town and mill in the South; that is saying a "mouth full" but it is the truth.

Our mill runs full time day and night, and we are still living in the smiles of our beloved Mr. Fuller Callaway, even though death called him from our midst. He will always live in the corporation and in the hearts of the people of Callaway Mills.

We are very proud, and justly so, of our town, and our mill village, and of the mill and the management:

Mr. M. M. Trotter. Jr., is manager; Mr. V. J. Thompson, superintendent; T. J. Boynton, Carder; A. S. Griffith, spinner; W. L. Whisnant, weaver; M. Parrott, overseer the cloth room; A. C. Grant, master mechanic.

All the overseers have automobiles except the boss weaver, and he has a Chevrolet.

UNCLE PETE.

(The boss weaver may save enough in the difference of gas bills, to buy all the other automobiles!—Aunt Becky.)

SELMA, ALA.

Sunset Textile Mills Village News.

The Sunset Rinky-Dinks defeated the Orphans Home, 10 to 9, in a ten inning game Tuesday evening. The Rinky-Dinks with two other teams are tied for first place in the Selma Y. M. C. A. Legion League, having played five games and won four.

Mr. and Mrs. J. T. Ledbetter and daughters, Ruby, Ruth and Corrine, of Humbolt, Tenn., are visiting Mr. and Mrs. Charlie Buxton.

Mrs. V. L. Hendrix and children of Columbus, Ga., are guests of her parents, Mr. and Mrs. Henry Hudson.

Mr. and Mrs. B. E. Gilmore of Brunt, Ala., were the week end guests of Misses Mary and Grace Grider.

Mr. and Mrs. T. A. Murray spent last week-end in Mobile.

Mr. and Mrs. Ben Booker, Mr. Charlie Small, Misses Bardee and Galillee Sellers, Ibbie Mott and Lois Hall motored to Cofferville the past week-end.

A marriage of interest to the friends of the couple was that of Miss Susie Suttles and Mr. Perry Nichols, which occurred Wednesday night. Rev. W. P. Millinger of the Nazarine church officiating. We wish them much happiness.

Mr. J. B. Davis, Jr., has accepted a position in the Community store.

BLUE BIRD.

She took it for granted that her underskirt was thick enough to protect her from piercing eyes of the cake eaters, but now the cake eaters are all the time begging her to wear that dress again.—McGee.

He took it for granted that 5 little drinks wouldn't throw him, but he's on the gang now for 30 days for driving a joy-wagon while being temporarily influenced by the demon home-brew.—McGee

admiration, as, in answer to the traffic cop's signal, he hurried away, followed by the others' two and two, across the street.

Virginia stood transfixed, gazing after them, lips parted, eyes wide in excitement.

"Oh John!" she exclaimed. "Come! we must follow. Don't lose them! That was Marjorie's man! Run before the next signal!"

"I believe you are right!" John replied, and they both dashed across the street seemingly on wings. Virgie was forgetting her own trouble, in picturing Marjorie's joy.

They followed the soldiers to one of the leading hotels, and while the clerk was assigning them to rooms, the lieutenant was consulting a telephone directory.

"Don't let him phone!" whispered Virgie, pushing John forward:

"Pardon me if I'm wrong," John said, his hand on the lieutenant's arm, "but aren't you Lieutenant Spencer?"

"Yes," in questioning surprise, and then smiled as Virginia gave a little squeal of delight and ran forward clapping her hands.

"God be praised! I am John Ergle; this is Miss Moore, my future wife. Come with us this minute, to your wife!"

The men wrung each other's hands, while Virginia laughed and cried.

"Good night, boys!" cried the lieutenant with a wave of his hand. "See you later!"

"Oh, I say, Lieutenant!" "Lucky dog!" "Just as usual!" the boys cried after him, interested, amused and half jealous, as their comrade grabbed a handbag and hurried out with Virginia tripping happily between them.

"How many miles do we go?" asked Jack Spencer, eager impatience in voice and gesture. "Oh, for an airplane!"

"Only a few blocks," John assured him.

"And every block will seem ten miles! Taxi!" called Jack, in a way that made the cabman jerk his head up, wondering if it was murder or a run-a-way. John gave the parsonage number and the cabman smiled, sure now that it was a run-a-way, and as all the world loves a lover, he didn't need Jack's command to,

"Drive like blue blazes!" On arriving at the parsonage, they heard Marjorie singing, and softly made their way to the porch, and paused. After a whispered word or two to Virginia, John drew Jack to the window, for a glimpse of his wife through lace curtains.

"Saint Cecelia!" gasped Jack, his trembling hands clenching, his breath irregular, as he gazed in awe on Marjorie's sweet up-turned glorified face, seen in profile. She wore an old-rose velvet gown, draped becomingly,—her beautiful brown hair pulled over her pretty ears and about the back of her neck. A string of pearls around her throat, and her engagement and wedding rings, were all the jewelry she wore,—a detail that Jack took in with a glance.

(Continued Next Week